

Soft Drinks in Dominican Republic

Market Direction | 2023-11-23 | 74 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 has continued to see healthy growth in retail volume and current value terms in 2023. Sales have been supported by consumers returning to their old consumption habits now that the pandemic is over. Although sales have seen steady growth in retail volume terms, growth has been stronger in value terms with this being due to the significant price increase that have impacted most soft drinks. This is due to rising manufacturing costs and the elevated inflation that has continued to affec...

Euromonitor International's Soft Drinks in Dominican Republic 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.

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

Table of Contents:

Soft Drinks in Dominican Republic
Euromonitor International
November 2023

List Of Contents And Tables

SOFT DRINKS IN DOMINICAN REPUBLIC

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 2022

Table 6 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2022

Table 7 Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2022

Table 8 Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2022

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 Off-trade Soft Drinks (RTD): % Volume 2019-2023

Table 16 □LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2020-2023

Table 17 □NBO Company Shares of Off-trade Soft Drinks: % Value 2019-2023

Table 18 □LBN Brand Shares of Off-trade Soft Drinks: % Value 2020-2023

Table 19 □Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2018-2023

Table 20 □Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2018-2023

Table 21 □Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2018-2023

Table 22 □Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2023

Table 23 □Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2023-2028

Table 24 □Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2023-2028

Table 25 □Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2023-2028

Table 26 □Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2023-2028

Table 27 □Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2023-2028

Table 28 □Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2023-2028

Table 29 □Forecast Off-trade Sales of Soft Drinks by Category: Value 2023-2028

Table 30 □Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2023-2028

Table 31 □Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2023-2028

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

Table 32 ☐Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2023-2028

DISCLAIMER

SOURCES

Summary 1 Research Sources

CARBONATES IN DOMINICAN REPUBLIC

KEY DATA FINDINGS

2023 DEVELOPMENTS

Carbonates continues to see healthy growth as consumers return to their old routines and tourist numbers recover

Non-cola carbonates continues to benefit from a wider assortment of flavours compared to cola carbonates

Reduced sugar carbonates struggling to find a large audience in the Dominican Republic

PROSPECTS AND OPPORTUNITIES

Carbonates set for further growth over the forecast period with demand backed by a return to pre-pandemic purchasing behaviour and an increase in tourism

Industrias San Miguel looking to its expand its production capacity

"Hecho en Republica Dominicana" seal introduced to promote quality local products

CATEGORY DATA

Table 33 Off-trade vs On-trade Sales of Carbonates: Volume 2018-2023

Table 34 Off-trade vs On-trade Sales of Carbonates: Value 2018-2023

Table 35 Off-trade vs On-trade Sales of Carbonates: % Volume Growth 2018-2023

Table 36 Off-trade vs On-trade Sales of Carbonates: % Value Growth 2018-2023

Table 37 Off-trade Sales of Carbonates by Category: Volume 2018-2023

Table 38 Off-trade Sales of Carbonates by Category: Value 2018-2023

Table 39 Off-trade Sales of Carbonates by Category: % Volume Growth 2018-2023

Table 40 Off-trade Sales of Carbonates by Category: % Value Growth 2018-2023

Table 41 Sales of Carbonates by Total Fountain On-trade: Volume 2018-2023

Table 42 ☐Sales of Carbonates by Total Fountain On-trade: % Volume Growth 2018-2023

Table 43 ☐NBO Company Shares of Off-trade Carbonates: % Volume 2019-2023

Table 44 ☐LBN Brand Shares of Off-trade Carbonates: % Volume 2020-2023

Table 45 ☐NBO Company Shares of Off-trade Carbonates: % Value 2019-2023

Table 46 ☐LBN Brand Shares of Off-trade Carbonates: % Value 2020-2023

Table 47 ☐Forecast Off-trade Sales of Carbonates by Category: Volume 2023-2028

Table 48 ☐Forecast Off-trade Sales of Carbonates by Category: Value 2023-2028

Table 49 ☐Forecast Off-trade Sales of Carbonates by Category: % Volume Growth 2023-2028

Table 50 ☐Forecast Off-trade Sales of Carbonates by Category: % Value Growth 2023-2028

Table 51 ☐Forecast Sales of Carbonates by Total Fountain On-trade: Volume 2023-2028

Table 52 ☐Forecast Sales of Carbonates by Total Fountain On-trade: % Volume Growth 2023-2028

JUICE IN DOMINICAN REPUBLIC

KEY DATA FINDINGS

2023 DEVELOPMENTS

Juice drinks fuelling growth thanks to lower prices, pleasant taste and wide availability

Frutop thriving thanks to affordable prices and popular flavours

Private label gaining more relevance in juice with an expanding range of products, flavours and formats

PROSPECTS AND OPPORTUNITIES

Juice set for further growth thanks to healthy image and expanding range of options

Inflation expected to remain an influence on demand

Exclusion of nectars and juice with a high sugar content from the RD School Feeding Program could affect consumption

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 53 Off-trade Sales of Juice by Category: Volume 2018-2023
 Table 54 Off-trade Sales of Juice by Category: Value 2018-2023
 Table 55 Off-trade Sales of Juice by Category: % Volume Growth 2018-2023
 Table 56 Off-trade Sales of Juice by Category: % Value Growth 2018-2023
 Table 57 NBO Company Shares of Off-trade Juice: % Volume 2019-2023
 Table 58 LBN Brand Shares of Off-trade Juice: % Volume 2020-2023
 Table 59 NBO Company Shares of Off-trade Juice: % Value 2019-2023
 Table 60 LBN Brand Shares of Off-trade Juice: % Value 2020-2023
 Table 61 Forecast Off-trade Sales of Juice by Category: Volume 2023-2028
 Table 62 □Forecast Off-trade Sales of Juice by Category: Value 2023-2028
 Table 63 □Forecast Off-trade Sales of Juice by Category: % Volume Growth 2023-2028
 Table 64 □Forecast Off-trade Sales of Juice by Category: % Value Growth 2023-2028

BOTTLED WATER IN DOMINICAN REPUBLIC

KEY DATA FINDINGS

2023 DEVELOPMENTS

Bottled water remains an essential item in Dominican Republic
 Flavoured bottled water thriving as imported sparkling varieties enter the market
 Private label making headway in bottled water thanks to competitive pricing

PROSPECTS AND OPPORTUNITIES

Bottled water will continue to grow thanks to increased interest in health care and stable prices
 Sustainability set to be a growing influence on packaging, production and marketing
 Agua Crystal becomes part of Grupo Diesco

CATEGORY DATA

Table 65 Off-trade Sales of Bottled Water by Category: Volume 2018-2023
 Table 66 Off-trade Sales of Bottled Water by Category: Value 2018-2023
 Table 67 Off-trade Sales of Bottled Water by Category: % Volume Growth 2018-2023
 Table 68 Off-trade Sales of Bottled Water by Category: % Value Growth 2018-2023
 Table 69 NBO Company Shares of Off-trade Bottled Water: % Volume 2019-2023
 Table 70 LBN Brand Shares of Off-trade Bottled Water: % Volume 2020-2023
 Table 71 NBO Company Shares of Off-trade Bottled Water: % Value 2019-2023
 Table 72 LBN Brand Shares of Off-trade Bottled Water: % Value 2020-2023
 Table 73 Forecast Off-trade Sales of Bottled Water by Category: Volume 2023-2028
 Table 74 □Forecast Off-trade Sales of Bottled Water by Category: Value 2023-2028
 Table 75 □Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2023-2028
 Table 76 □Forecast Off-trade Sales of Bottled Water by Category: % Value Growth 2023-2028

SPORTS DRINKS IN DOMINICAN REPUBLIC

KEY DATA FINDINGS

2023 DEVELOPMENTS

Generade seeing extraordinary growth thanks to competitive prices and popular flavours
 Price competition ramps up as players look to fend off Generade
 Gatorade retains its dominant position despite mounting competition

PROSPECTS AND OPPORTUNITIES

Sports drinks expected to benefit from increasing competition within the category
 Social media platforms expected to play a key role in building brand engagement and driving product awareness
 Players may need to focus on repositioning their products to target a wider audience

CATEGORY DATA

Table 77 Off-trade Sales of Sports Drinks: Volume 2018-2023

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

Table 78 Off-trade Sales of Sports Drinks: Value 2018-2023

Table 79 Off-trade Sales of Sports Drinks: % Volume Growth 2018-2023

Table 80 Off-trade Sales of Sports Drinks: % Value Growth 2018-2023

Table 81 NBO Company Shares of Off-trade Sports Drinks: % Volume 2019-2023

Table 82 LBN Brand Shares of Off-trade Sports Drinks: % Volume 2020-2023

Table 83 NBO Company Shares of Off-trade Sports Drinks: % Value 2019-2023

Table 84 LBN Brand Shares of Off-trade Sports Drinks: % Value 2020-2023

Table 85 Forecast Off-trade Sales of Sports Drinks: Volume 2023-2028

Table 86 □Forecast Off-trade Sales of Sports Drinks: Value 2023-2028

Table 87 □Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2023-2028

Table 88 □Forecast Off-trade Sales of Sports Drinks: % Value Growth 2023-2028

ENERGY DRINKS IN DOMINICAN REPUBLIC

KEY DATA FINDINGS

2023 DEVELOPMENTS

Energy Drinks category has continued to grow thanks to important dynamism from main players

Vive100 maintains its dominance thanks to its competitive prices and wide range of options

911 remains a key player but brand extension fails to find an audience

PROSPECTS AND OPPORTUNITIES

Energy drinks should benefit from strong competition and an expanding distribution reach

Energy drinks cans have lower presence than PET bottles, but could become more dynamic due to greater category penetration and dynamism of transnational brands

On-trade consumption likely to remain minimal despite increase in tourism

CATEGORY DATA

Table 89 Off-trade Sales of Energy Drinks: Volume 2018-2023

Table 90 Off-trade Sales of Energy Drinks: Value 2018-2023

Table 91 Off-trade Sales of Energy Drinks: % Volume Growth 2018-2023

Table 92 Off-trade Sales of Energy Drinks: % Value Growth 2018-2023

Table 93 NBO Company Shares of Off-trade Energy Drinks: % Volume 2019-2023

Table 94 LBN Brand Shares of Off-trade Energy Drinks: % Volume 2020-2023

Table 95 NBO Company Shares of Off-trade Energy Drinks: % Value 2019-2023

Table 96 LBN Brand Shares of Off-trade Energy Drinks: % Value 2020-2023

Table 97 Forecast Off-trade Sales of Energy Drinks: Volume 2023-2028

Table 98 □Forecast Off-trade Sales of Energy Drinks: Value 2023-2028

Table 99 □Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2023-2028

Table 100 □Forecast Off-trade Sales of Energy Drinks: % Value Growth 2023-2028

CONCENTRATES IN DOMINICAN REPUBLIC

KEY DATA FINDINGS

2023 DEVELOPMENTS

Sales see healthy growth although juice offers stiff competition

Competitive landscape sees little change with two players dominating

Private label looking to make headway in concentrates

PROSPECTS AND OPPORTUNITIES

Moderate growth projected with lower pricing a key attraction

Concentrates could suffer as a result of artificial image and the need to mix with bottled water

Sugar-free concentrates suffering from unappealing taste

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 2018-2023

Table 102 Off-trade Sales of Concentrates by Category: Value 2018-2023

Table 103 Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2018-2023

Table 104 Off-trade Sales of Concentrates by Category: % Value Growth 2018-2023

Table 105 NBO Company Shares of Off-trade Concentrates (RTD): % Volume 2019-2023

Table 106 LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2020-2023

Table 107 NBO Company Shares of Off-trade Concentrates: % Value 2019-2023

Table 108 LBN Brand Shares of Off-trade Concentrates: % Value 2020-2023

Table 109 NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2019-2023

Table 110 □LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2020-2023

Table 111 □NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2019-2023

Table 112 □LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2020-2023

Table 113 □Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2023-2028

Table 114 □Forecast Off-trade Sales of Concentrates by Category: Value 2023-2028

Table 115 □Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2023-2028

Table 116 □Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2023-2028

RTD TEA IN DOMINICAN REPUBLIC

KEY DATA FINDINGS

2023 DEVELOPMENTS

RTD tea starts to recover from the impact of Lipton's exit, but high prices are an obstacle to growth

Arizona leads but it has been unable to fill Lipton's shoes due to its high prices

Imported brands dominate RTD tea with various flavours and options

PROSPECTS AND OPPORTUNITIES

RTD tea likely to remain a niche category with high prices a key obstacle to growth

Appearance of a locally manufactured RTD Tea brand with a competitive price and accessible in traditional channel is identified as a business opportunity

Powder concentrates remains an important competitor for RTD tea

CATEGORY DATA

Table 117 Off-trade Sales of RTD Tea by Category: Volume 2018-2023

Table 118 Off-trade Sales of RTD Tea by Category: Value 2018-2023

Table 119 Off-trade Sales of RTD Tea by Category: % Volume Growth 2018-2023

Table 120 Off-trade Sales of RTD Tea by Category: % Value Growth 2018-2023

Table 121 NBO Company Shares of Off-trade RTD Tea: % Volume 2019-2023

Table 122 LBN Brand Shares of Off-trade RTD Tea: % Volume 2020-2023

Table 123 NBO Company Shares of Off-trade RTD Tea: % Value 2019-2023

Table 124 LBN Brand Shares of Off-trade RTD Tea: % Value 2020-2023

Table 125 Forecast Off-trade Sales of RTD Tea by Category: Volume 2023-2028

Table 126 □Forecast Off-trade Sales of RTD Tea by Category: Value 2023-2028

Table 127 □Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2023-2028

Table 128 □Forecast Off-trade Sales of RTD Tea by Category: % Value Growth 2023-2028

RTD COFFEE IN DOMINICAN REPUBLIC

2023 DEVELOPMENTS

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

Soft Drinks in Dominican Republic

Market Direction | 2023-11-23 | 74 pages | Euromonitor

To place an Order with Scotts International:

- ☐ - Print this form
- ☐ - Complete the relevant blank fields and sign
- ☐ - Send as a scanned email to support@scotts-international.com

ORDER FORM:

Select license	License	Price
	Single User Licence	€1750.00
	Multiple User License (1 Site)	€3500.00
	Multiple User License (Global)	€5250.00
		VAT
		Total

*Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 346.

☐ ** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid EU Vat Numbers.

Email*	<input type="text"/>	Phone*	<input type="text"/>
First Name*	<input type="text"/>	Last Name*	<input type="text"/>
Job title*	<input type="text"/>		
Company Name*	<input type="text"/>	EU Vat / Tax ID / NIP number*	<input type="text"/>
Address*	<input type="text"/>	City*	<input type="text"/>
Zip Code*	<input type="text"/>	Country*	<input type="text"/>
		Date	<input type="text" value="2025-05-05"/>
		Signature	<input type="text"/>

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com