

# Soft Drinks in Colombia

Market Direction | 2023-12-05 | 77 pages | Euromonitor

### AVAILABLE LICENSES:

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

#### **Report description:**

The Colombian economy began its recovery in the latter half of 2021. This growth was fuelled by fiscal stimulus measures implemented in 2021, rising oil prices, and a surge in food and beverage exports, which recorded a significant increase in 2022. Although the economy is exhibiting notable signs of recovery, consumers continue to experience significant price increases across all industries.

Euromonitor International's Soft Drinks in Colombia 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 Colombia Euromonitor International December 2023

List Of Contents And Tables

SOFT DRINKS IN COLOMBIA

**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 INBO 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

Table 32 [Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2023-2028 APPENDIX Fountain sales in Colombia DISCLAIMER SOURCES Summary 1 Research Sources CARBONATES IN COLOMBIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Soaring inflation and input costs impact carbonates Innovation and launch of special editions to generate excitement Format shift in an environment of economic uncertainty PROSPECTS AND OPPORTUNITIES Legislative factors to impact carbonates Stagnation in private label growth E-commerce penetration continues to rise in carbonates 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 Total Sales of Carbonates by Fountain On-trade: Volume 2018-2023 Table 42 []Total Sales of Carbonates by 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 INBO 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 Total Sales of Carbonates by Fountain On-trade: Volume 2023-2028 Table 52 [Forecast Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2023-2028 JUICE IN COLOMBIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Consumers migrate to fresh, natural juices Players innovate amidst challenges Manufacturers focus on sustainability PROSPECTS AND OPPORTUNITIES Functionality drives innovation within juice Concerns surrounding sugar reduction impact juice sales Positive outlook for plant waters, despite starting from a low base

### CATEGORY DATA

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 COLOMBIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Warm weather drives bottled water consumption Flavoured waters capture consumer interest Sustainability remains a cornerstone for bottled water brands PROSPECTS AND OPPORTUNITIES Flavoured bottled water poised for growth Highly consolidated competitive landscape persists Functionality drives new product developments 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 COLOMBIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Return of physical activities drives sports drink consumption Innovation in reduced-sugar sports drinks Consolidated competitive landscape and brand confusion with Pedialyte Active PROSPECTS AND OPPORTUNITIES Spending pressures temper growth Reduced-sugar sports drinks to expand category appeal Competition from other soft drinks to post challenges

CATEGORY DATA

Table 77 Off-trade Sales of Sports Drinks: Volume 2018-2023 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 COLOMBIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Growth continues despite challenging conditions New players enter energy drinks Innovation remains strong in energy drinks PROSPECTS AND OPPORTUNITIES Healthy growth predicted for energy drinks, especially in on-trade Health and wellness trends promote reduced sugar variants Innovation and new occasions drive solid demand for energy drinks 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 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 COLOMBIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Concentrates continue to lose ground to natural alternatives Powder concentrates see growth amidst rising interest in sports nutrition Iced tea remains the most popular powder concentrate PROSPECTS AND OPPORTUNITIES Concentrates undergo reformulation to counteract tightened discretionary spending Negative performance in 2023 projected to continue into forecast period Functionality as a vital strategy to attract consumers to concentrates CATEGORY DATA **Concentrates Conversions** 

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 (RTD) by Category: % Volume Growth 2018-2023 Table 103 Off-trade Sales of Concentrates by Category: Value 2018-2023 Table 104 Off-trade Sales of Concentrates by Category: % Value Growth 2018-2023 Table 105 LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2020-2023 Table 106 NBO Company Shares of Off-trade Concentrates: % Value 2019-2023 Table 107 LBN Brand Shares of Off-trade Concentrates: % Value 2020-2023 Table 108 NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2019-2023 Table 109 LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2020-2023 Table 110 [NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2019-2023 Table 111 [LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2020-2023 Table 112 
¬Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2023-2028 Table 113 
Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2023-2028 Table 114 [Forecast Off-trade Sales of Concentrates by Category: Value 2023-2028 Table 115 [Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2023-2028 **RTD TEA IN COLOMBIA KEY DATA FINDINGS** 2023 DEVELOPMENTS RTD tea proves elastic in 2023 Further demand for premium still RTD tea driven by large formats and experiences Reduced sugar still RTD tea maintains low penetration PROSPECTS AND OPPORTUNITIES Increased advertising on social media platforms expected from producers Innovation to focus on reduced-sugar and exotic-flavoured variants Growth opportunities for kombucha aligned with the health and wellness trend CATEGORY DATA Table 116 Off-trade Sales of RTD Tea by Category: Volume 2018-2023 Table 117 Off-trade Sales of RTD Tea by Category: Value 2018-2023 Table 118 Off-trade Sales of RTD Tea by Category: % Volume Growth 2018-2023 Table 119 Off-trade Sales of RTD Tea by Category: % Value Growth 2018-2023 Table 120 Leading Flavours for Off-trade RTD Tea: % Volume 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 COLOMBIA KEY DATA FINDINGS** 2023 DEVELOPMENTS Online efforts drive RTD coffee volume sales growth in 2023 High prices and limited availability continue to restrict demand Consumers to new coffee varieties PROSPECTS AND OPPORTUNITIES

Cold brew coffee poised to gain traction Coffee shops play a pivotal role in raising awareness Potential for increased competition as supermarkets expand private label offering CATEGORY DATA Table 129 Off-trade Sales of RTD Coffee: Volume 2018-2023 Table 130 Off-trade Sales of RTD Coffee: Value 2018-2023

Table 131 Off-trade Sales of RTD Coffee: % Volume Growth 2018-2023

Table 132 Off-trade Sales of RTD Coffee: % Value Growth 2018-2023

 Table 133 NBO Company Shares of Off-trade RTD Coffee: % Volume 2019-2023

Table 134 LBN Brand Shares of Off-trade RTD Coffee: % Volume 2020-2023

Table 135 NBO Company Shares of Off-trade RTD Coffee: % Value 2019-2023

 Table 136 LBN Brand Shares of Off-trade RTD Coffee: % Value 2020-2023

Table 137 Forecast Off-trade Sales of RTD Coffee: Volume 2023-2028

Table 138 [Forecast Off-trade Sales of RTD Coffee: Value 2023-2028

Table 139 [Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2023-2028

Table 140 [Forecast Off-trade Sales of RTD Coffee: % Value Growth 2023-2028



# Soft Drinks in Colombia

Market Direction | 2023-12-05 | 77 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*	Phone*	
First Name*	Last Name*	
Job title*		
Company Name*	EU Vat / Tax ID / NIP number*	
Address*	City*	
Zip Code*	Country*	
	Date	2025-05-04
	Signature	

Scotts International. EU Vat number: PL 6772247784

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