

# Soft Drinks in Croatia

Market Direction | 2023-12-18 | 75 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 is expected to register muted volume growth in 2023, as a continuing declining population dampens volume sales somewhat. On the other hand, significant numbers of inbound visitors to Croatia in 2023, is expected to give volume sales a boost. Inflation is still an issue in 2023, though price growth has eased.

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

List Of Contents And Tables

SOFT DRINKS IN CROATIA

**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 DISCLAIMER SOURCES Summary 1 Research Sources CARBONATES IN CROATIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Only marginal volume growth in 2023 Coca-Cola Beverages Hrvatska continues to dominate in 2023, thanks to its strong brand recognition Reduced sugar variants gaining value share PROSPECTS AND OPPORTUNITIES Muted outlook over forecast period Reduced sugar carbonates register higher growth Potential fall in inbound tourists could impact 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 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 CROATIA KEY DATA FINDINGS** 2023 DEVELOPMENTS Private label gains value share Vindija introduces non-removable cap Increased value share for supermarkets, hypermarkets and discounters PROSPECTS AND OPPORTUNITIES Muted performance over forecast period Consumers look for healthier positioning Sugar tax could dampen volume sales 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 CROATIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Healthy performance in 2023 Jamnica continues to dominate Functional water registers highest volume growth, though from low base PROSPECTS AND OPPORTUNITIES Moderate volume growth over forecast period Functional bottled water sees innovation over forecast period Tourists key consumer group 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 CROATIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Continuing healthy volume growth in 2023 Local companies continue to dominate Functional bottled water challenges PROSPECTS AND OPPORTUNITIES Healthy volume growth over forecast period, though inflation could cast a cloud Rise in sugar-free variants in sports drinks Growing value sales through e-commerce 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 CROATIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Best performing soft drink in 2023 Imported brands dominate Reduced sugar fastest growing segment PROSPECTS AND OPPORTUNITIES Energy drinks best soft drink performer over forecast period Energy drinks face increasing competition from other soft drinks options, in particular RTD coffee Sugar-free variants gain value share 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 CROATIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Muted performance for concentrates in 2023 Competitive landscape remains stable Lack of innovation in staid product area PROSPECTS AND OPPORTUNITIES Marginal volume growth for liquid concentrates over forecast period Focus on healthier positioning Sugar-free variants gain value share? 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 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 ILBN 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 CROATIA KEY DATA FINDINGS** 2023 DEVELOPMENTS Positive performance for RTD tea in 2023 Jamnica maintains leading retail volume and value share in 2023 Ice tea particularly popular PROSPECTS AND OPPORTUNITIES Lower volume growth over forecast period Continuing dynamism in RTD tea Wide distribution supports sales over forecast period 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 CROATIA KEY DATA FINDINGS** 2023 DEVELOPMENTS Moderate volume growth in 2023 No change in status quo in 2023 RTD coffee growth driven by younger generation PROSPECTS AND OPPORTUNITIES Positive outlook over forecast period Sustainable positioning increasingly important

Premiumisation of coffee filters into RTD coffee 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 136 LBN Brand Shares of Off-trade RTD Coffee: % Value 2020-2023 Table 137 Forecast Off-trade Sales of RTD Coffee: Value 2023-2028 Table 138 [Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2023-2028 Table 139 [Forecast Off-trade Sales of RTD Coffee: % Value Growth 2023-2028 Table 140 [Forecast Off-trade Sales of RTD Coffee: % Value Growth 2023-2028



## Soft Drinks in Croatia

Market Direction | 2023-12-18 | 75 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	2025-05-05
	Signature	

Scotts International. EU Vat number: PL 6772247784

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