

Alcoholic Drinks in Kenya

Market Direction | 2024-06-25 | 64 pages | Euromonitor

AVAILABLE LICENSES:

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

Report description:

Alcoholic drinks in Kenya is undergoing dynamic shifts, with spirits gaining popularity over beer in the current inflationary climate. Spirits, with their high alcoholic content, have set themselves apart in the market, offering consumers a cost-effective option for their alcohol preferences in the wake of inflation. On the flipside, the beer category is grappling with challenges, marked by poor performance primarily attributed to its comparatively higher pricing. This aspect has put pressure on...

Euromonitor International's Alcoholic Drinks in Kenya report offers a comprehensive guide to the size and shape of the market at a national level. It provides the latest retail sales data (2019-2023), 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 2028 illustrate how the market is set to change.

Product coverage: Beer, Cider/Perry, RTDs, Spirits, Wine.

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

Why buy this report?

- * Get a detailed picture of the Alcoholic 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:

Alcoholic Drinks in Kenya Euromonitor International June 2024

List Of Contents And Tables

ALCOHOLIC DRINKS IN KENYA **EXECUTIVE SUMMARY** Alcoholic drinks in 2023: The big picture 2023 key trends Competitive landscape Retailing developments On-trade vs off-trade split What next for alcoholic drinks? MARKET BACKGROUND Legislation Legal purchasing age and legal drinking age Drink driving. Advertising Smoking ban **Opening hours** On-trade establishments TAXATION AND DUTY LEVIES Summary 1 Taxation and Duty Levies on Alcoholic Drinks 2023 OPERATING ENVIRONMENT Contraband/parallel trade Duty free Cross-border/private imports **KEY NEW PRODUCT LAUNCHES** Kenya Breweries launches 'Tusker Ndimu' and 'Pilsner Mfalme'. Bila Shaka enters craft beer market with the launch of Capitan Lager KBL Launches a New Smirnoff Variant 'Pineapple Punch' KWAL rebrands Kibao Vodka as it targets a new generation of customers Outlook MARKET INDICATORS Table 1 Retail Consumer Expenditure on Alcoholic Drinks 2018-2023 MARKET DATA Table 2 Sales of Alcoholic Drinks by Category: Total Volume 2018-2023 Table 3 Sales of Alcoholic Drinks by Category: Total Value 2018-2023 Table 4 Sales of Alcoholic Drinks by Category: % Total Volume Growth 2018-2023 Table 5 Sales of Alcoholic Drinks by Category: % Total Value Growth 2018-2023 Table 6 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: Volume 2023 Table 7 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: Value 2023 Table 8 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: % Volume 2023 Table 9 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: % Value 2023 Table 10 [GBO Company Shares of Alcoholic Drinks: % Total Volume 2019-2023

Table 11 Distribution of Alcoholic Drinks by Format: % Off-trade Value 2018-2023 Table 12 [Distribution of Alcoholic Drinks by Format and by Category: % Off-trade Volume 2023 Table 13 [Forecast Sales of Alcoholic Drinks by Category: Total Volume 2023-2028 Table 14 [Forecast Sales of Alcoholic Drinks by Category: Total Value 2023-2028 Table 15 [Forecast Sales of Alcoholic Drinks by Category: % Total Volume Growth 2023-2028 Table 16 [Forecast Sales of Alcoholic Drinks by Category: % Total Value Growth 2023-2028 DISCLAIMER SOURCES Summary 2 Research Sources WINE IN KENYA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Italian producers target Kenya's emerging taste for wine French wine producers pinpoint Kenya's burgeoning wine category Local producers face stiff competition amid rising demand for wine PROSPECTS AND OPPORTUNITIES Improving lifestyles continue to drive sales growth in wine Heavy taxation to push up prices On-trade expansion to foster wine appreciation and knowledge CATEGORY DATA Table 17 Sales of Wine by Category: Total Volume 2018-2023 Table 18 Sales of Wine by Category: Total Value 2018-2023 Table 19 Sales of Wine by Category: % Total Volume Growth 2018-2023 Table 20 Sales of Wine by Category: % Total Value Growth 2018-2023 Table 21 Sales of Wine by Off-trade vs On-trade: Volume 2018-2023 Table 22 Sales of Wine by Off-trade vs On-trade: Value 2018-2023 Table 23 Sales of Wine by Off-trade vs On-trade: % Volume Growth 2018-2023 Table 24 Sales of Wine by Off-trade vs On-trade: % Value Growth 2018-2023 Table 25 Forecast Sales of Wine by Category: Total Volume 2023-2028 Table 26
Forecast Sales of Wine by Category: Total Value 2023-2028 Table 27 ||Forecast Sales of Wine by Category: % Total Volume Growth 2023-2028 Table 28 ∏Forecast Sales of Wine by Category: % Total Value Growth 2023-2028 SPIRITS IN KENYA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Spirits grows by targeting younger adult generations Kenya Wine Agencies launch new Smirnoff variant 'Pineapple Punch' Brands leverage celebrities and social media influencers to connect with younger generations PROSPECTS AND OPPORTUNITIES High prices to push consumers towards cheaper/ counterfeit brands Women poised to drive category with strong preference for gin Increasing demand for premium alcohol due to lower spending power CATEGORY DATA Table 29 Sales of Spirits by Category: Total Volume 2018-2023 Table 30 Sales of Spirits by Category: Total Value 2018-2023 Table 31 Sales of Spirits by Category: % Total Volume Growth 2018-2023 Table 32 Sales of Spirits by Category: % Total Value Growth 2018-2023

Table 33 Sales of Spirits by Off-trade vs On-trade: Volume 2018-2023 Table 34 Sales of Spirits by Off-trade vs On-trade: Value 2018-2023 Table 35 Sales of Spirits by Off-trade vs On-trade: % Volume Growth 2018-2023 Table 36 Sales of Spirits by Off-trade vs On-trade: % Value Growth 2018-2023 Table 37 GBO Company Shares of Spirits: % Total Volume 2019-2023 Table 38 □NBO Company Shares of Spirits: % Total Volume 2019-2023 Table 39 [LBN Brand Shares of Spirits: % Total Volume 2019-2023 Table 40 [Forecast Sales of Spirits by Category: Total Volume 2023-2028 Table 41 [Forecast Sales of Spirits by Category: Total Value 2023-2028 Table 42 ||Forecast Sales of Spirits by Category: % Total Volume Growth 2023-2028 Table 43 ||Forecast Sales of Spirits by Category: % Total Value Growth 2023-2028 CIDER/PERRY IN KENYA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Female and younger adult population drives growth Health-conscious consumers to provide sales boost Brands target consumers through brand ambassadors PROSPECTS AND OPPORTUNITIES Kenya's rapidly growing food and beverage industry to boost sales of cider/perry Innovations using local flavours set to appeal to consumers Kenya Originals cider faces challenges over toxicity claims CATEGORY DATA Table 44 Sales of Cider/Perry: Total Volume 2018-2023 Table 45 Sales of Cider/Perry: Total Value 2018-2023 Table 46 Sales of Cider/Perry: % Total Volume Growth 2018-2023 Table 47 Sales of Cider/Perry: % Total Value Growth 2018-2023 Table 48 Sales of Cider/Perry: Total Volume 2019-2023 Table 49 Sales of Cider/Perry: Total Value 2019-2023 Table 50 Sales of Cider/Perry by Off-trade vs On-trade: Volume 2018-2023 Table 51 Sales of Cider/Perry by Off-trade vs On-trade: Value 2018-2023 Table 52 Sales of Cider/Perry by Off-trade vs On-trade: % Volume Growth 2018-2023 Table 53 ||Sales of Cider/Perry by Off-trade vs On-trade: % Value Growth 2018-2023 Table 54
¬Sales of Cider/Perrv by Off-trade vs On-trade: Volume 2019-2023 Table 55 ||Sales of Cider/Perry by Off-trade vs On-trade: Value 2019-2023 Table 56 [GBO Company Shares of Cider/Perry: % Total Volume 2019-2023 Table 57 [NBO Company Shares of Cider/Perry: % Total Volume 2019-2023 Table 58 [LBN Brand Shares of Cider/Perry: % Total Volume 2019-2023 Table 59 [Forecast Sales of Cider/Perry: Total Volume 2023-2028 Table 60 [Forecast Sales of Cider/Perry: Total Value 2023-2028 Table 61 [Forecast Sales of Cider/Perry: % Total Volume Growth 2023-2028 Table 62 [Forecast Sales of Cider/Perry: % Total Value Growth 2023-2028 **RTDS IN KENYA KEY DATA FINDINGS** 2023 DEVELOPMENTS Rising preference for RTDs among young adults Spirit-based RTDs gain popularity among women Supermarkets, small retailers and e-commerce are key channels for RTDs

PROSPECTS AND OPPORTUNITIES

Category to weather the effects of inflation in the forecast period Consumers drive demand for lower-calorie and functional beverages due to health awareness Rising disposable incomes to drive growth of RTDs CATEGORY DATA Table 79 Sales of RTDs by Category: Total Volume 2018-2023 Table 80 Sales of RTDs by Category: Total Value 2018-2023 Table 81 Sales of RTDs by Category: % Total Volume Growth 2018-2023 Table 82 Sales of RTDs by Category: % Total Value Growth 2018-2023 Table 83 Sales of RTDs by Off-trade vs On-trade: Volume 2018-2023 Table 84 Sales of RTDs by Off-trade vs On-trade: Value 2018-2023 Table 85 Sales of RTDs by Off-trade vs On-trade: % Volume Growth 2018-2023 Table 86 Sales of RTDs by Off-trade vs On-trade: % Value Growth 2018-2023 Table 87 GBO Company Shares of RTDs: % Total Volume 2019-2023 Table 88 □NBO Company Shares of RTDs: % Total Volume 2019-2023 Table 89 ILBN Brand Shares of RTDs: % Total Volume 2019-2023 Table 90
Forecast Sales of RTDs by Category: Total Volume 2023-2028 Table 91 [Forecast Sales of RTDs by Category: Total Value 2023-2028 Table 92 [Forecast Sales of RTDs by Category: % Total Volume Growth 2023-2028 Table 93
Forecast Sales of RTDs by Category: % Total Value Growth 2023-2028 **BFFR IN KFNYA KEY DATA FINDINGS** 2023 DEVELOPMENTS Shift to cheaper alternatives as consumers face budgetary pressures Major players push into craft beers to meet growing demand Flavoured beers tap into needs of young adults PROSPECTS AND OPPORTUNITIES Lower demand for canned beers due to affordability challenges Urbanisation and changing lifestyles to boost future growth Consumer focus on health will spur new product developments CATEGORY BACKGROUND Lager price band methodology Summary 3 Lager by Price Band 2023 Table 63 Number of Breweries 2018-2023 CATEGORY DATA Table 64 Sales of Beer by Category: Total Volume 2018-2023 Table 65 Sales of Beer by Category: Total Value 2018-2023 Table 66 Sales of Beer by Category: % Total Volume Growth 2018-2023 Table 67 Sales of Beer by Category: % Total Value Growth 2018-2023 Table 68 Sales of Beer by Off-trade vs On-trade: Volume 2018-2023 Table 69 Sales of Beer by Off-trade vs On-trade: Value 2018-2023 Table 70 Sales of Beer by Off-trade vs On-trade: % Volume Growth 2018-2023 Table 71 Sales of Beer by Off-trade vs On-trade: % Value Growth 2018-2023 Table 72 □GBO Company Shares of Beer: % Total Volume 2019-2023 Table 73 [NBO Company Shares of Beer: % Total Volume 2019-2023 Table 74 [LBN Brand Shares of Beer: % Total Volume 2019-2023 Table 75 [Forecast Sales of Beer by Category: Total Volume 2023-2028

Table 76 [Forecast Sales of Beer by Category: Total Value 2023-2028 Table 77 [Forecast Sales of Beer by Category: % Total Volume Growth 2023-2028 Table 78 [Forecast Sales of Beer by Category: % Total Value Growth 2023-2028



Alcoholic Drinks in Kenya

Market Direction | 2024-06-25 | 64 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	2025-05-07
	Signature	

Scotts International. EU Vat number: PL 6772247784

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