

# Alcoholic Drinks in the United Arab Emirates

Market Direction | 2024-06-20 | 68 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 the United Arab Emirates witnessed another year of success in 2023, demonstrating double- digit off-trade growth in both volume and value terms. Sales were fuelled by two factors. First, the arrival of expatriates from Russia, India, China, the UK and other countries continued, driven by the local market's attractive lifestyle along with economical and political challenges in certain countries. Another growth driver was the removal of 30% tax in drink specialists in Dubai and...

Euromonitor International's Alcoholic Drinks in United Arab Emirates 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 the United Arab Emirates Euromonitor International June 2024

List Of Contents And Tables

ALCOHOLIC DRINKS IN THE UNITED ARAB EMIRATES

**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

Table 1 Number of On-trade Establishments by Type 2017-2023

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

Outlook

MARKET INDICATORS

Table 2 Retail Consumer Expenditure on Alcoholic Drinks 2018-2023

MARKET DATA

Table 3 Sales of Alcoholic Drinks by Category: Total Volume 2018-2023

Table 4 Sales of Alcoholic Drinks by Category: Total Value 2018-2023

Table 5 Sales of Alcoholic Drinks by Category: % Total Volume Growth 2018-2023

Table 6 Sales of Alcoholic Drinks by Category: % Total Value Growth 2018-2023

Table 7 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: Volume 2023

Table 8 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: Value 2023

Table 9 Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: % Volume 2023

Table 10 ☐Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: % Value 2023

Table 11 ☐GBO Company Shares of Alcoholic Drinks: % Total Volume 2019-2023

Table 12 Distribution of Alcoholic Drinks by Format: % Off-trade Value 2018-2023

Table 13 [Distribution of Alcoholic Drinks by Format and by Category: % Off-trade Volume 2023

Table 14 [Forecast Sales of Alcoholic Drinks by Category: Total 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 15 [Forecast Sales of Alcoholic Drinks by Category: Total Value 2023-2028

Table 16 [Forecast Sales of Alcoholic Drinks by Category: % Total Volume Growth 2023-2028

Table 17 ∏Forecast Sales of Alcoholic Drinks by Category: % Total Value Growth 2023-2028

**DISCLAIMER** 

**SOURCES** 

Summary 2 Research Sources

BEER IN THE UNITED ARAB EMIRATES

**KEY DATA FINDINGS** 

**2023 DEVELOPMENTS** 

Beer through off-trade enjoys the impact of 30% tax removal

2023 marks the start of domestic beer being distributed on-trade

Lager retains largest share, and is only present in the premium segment

PROSPECTS AND OPPORTUNITIES

Craft beer offers strong potential with new brewery fostering the culture

Non alcoholic beer likely to remain a niche in the local market

E-commerce set to experience further rapid growth

CATEGORY BACKGROUND

Lager price band methodology

Summary 3 Lager by Price Band 2023

Table 18 Number of Breweries 2018-2023

**CATEGORY DATA** 

Table 19 Sales of Beer by Category: Total Volume 2018-2023

Table 20 Sales of Beer by Category: Total Value 2018-2023

Table 21 Sales of Beer by Category: % Total Volume Growth 2018-2023

Table 22 Sales of Beer by Category: % Total Value Growth 2018-2023

Table 23 Sales of Beer by Off-trade vs On-trade: Volume 2018-2023

Table 24 Sales of Beer by Off-trade vs On-trade: Value 2018-2023

Table 25 Sales of Beer by Off-trade vs On-trade: % Volume Growth 2018-2023

Table 26 Sales of Beer by Off-trade vs On-trade: % Value Growth 2018-2023

Table 27 □Sales of Beer by Craft vs Standard 2018-2023

Table 28 [GBO Company Shares of Beer: % Total Volume 2019-2023

Table 29 NBO Company Shares of Beer: % Total Volume 2019-2023

Table 30 □LBN Brand Shares of Beer: % Total Volume 2020-2023

Table 31 ☐Forecast Sales of Beer by Category: Total Volume 2023-2028

Table 32 ∏Forecast Sales of Beer by Category: Total Value 2023-2028

Table 33 ☐Forecast Sales of Beer by Category: % Total Volume Growth 2023-2028

Table 34 ☐Forecast Sales of Beer by Category: % Total Value Growth 2023-2028

WINE IN THE UNITED ARAB EMIRATES

**KEY DATA FINDINGS** 

2023 DEVELOPMENTS

Premiumisation remains notable trend within wine in the United Arab Emirates

Sparkling wine demonstrates a particularly strong performance

Non alcoholic wine demonstrates limited success in local market

PROSPECTS AND OPPORTUNITIES

Fine wine is set to record further growth

The trend for natural wine will slowly emerge in the United Arab Emirates

"Grower" Champagne likely to gain popularity over forecast period

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

#### **CATEGORY DATA**

Table 35 Sales of Wine by Category: Total Volume 2018-2023

Table 36 Sales of Wine by Category: Total Value 2018-2023

Table 37 Sales of Wine by Category: % Total Volume Growth 2018-2023

Table 38 Sales of Wine by Category: % Total Value Growth 2018-2023

Table 39 Sales of Wine by Off-trade vs On-trade: Volume 2018-2023

Table 40 Sales of Wine by Off-trade vs On-trade: Value 2018-2023

Table 41 Sales of Wine by Off-trade vs On-trade: % Volume Growth 2018-2023

Table 42 Sales of Wine by Off-trade vs On-trade: % Value Growth 2018-2023

Table 43 Sales of Still Red Wine by Price Segment: % Off-trade Volume 2018-2023

Table 46 ∏Sales of Other Sparkling Wine by Price Segment: % Off-trade Volume 2018-2023

Table 47 ∏GBO Company Shares of Still Light Grape Wine: % Total Volume 2019-2023

Table 49 [LBN Brand Shares of Still Light Grape Wine: % Total Volume 2020-2023

Table 50 ☐GBO Company Shares of Champagne: % Total Volume 2019-2023

Table 51 ☐NBO Company Shares of Champagne: % Total Volume 2019-2023

Table 52 [LBN Brand Shares of Champagne: % Total Volume 2020-2023

Table 53 ☐GBO Company Shares of Other Sparkling Wine: % Total Volume 2019-2023

Table 54 NBO Company Shares of Other Sparkling Wine: % Total Volume 2019-2023

Table 55 [LBN Brand Shares of Other Sparkling Wine: % Total Volume 2020-2023

Table 56 ∏GBO Company Shares of Fortified Wine and Vermouth: % Total Volume 2019-2023

Table 58 | LBN Brand Shares of Fortified Wine and Vermouth: % Total Volume 2020-2023

Table 59 ☐GBO Company Shares of Non-grape Wine: % Total Volume 2019-2023

Table 60 ☐NBO Company Shares of Non-grape Wine: % Total Volume 2019-2023

Table 61 <a>□</a>LBN Brand Shares of Non-grape Wine: % Total Volume 2020-2023

Table 62  $\square$ Forecast Sales of Wine by Category: Total Volume 2023-2028

Table 63 [Forecast Sales of Wine by Category: Total Value 2023-2028

Table 64 [Forecast Sales of Wine by Category: % Total Volume Growth 2023-2028

Table 65 ☐ Forecast Sales of Wine by Category: % Total Value Growth 2023-2028

SPIRITS IN THE UNITED ARAB EMIRATES

**KEY DATA FINDINGS** 

**2023 DEVELOPMENTS** 

Spirits demonstrates faster growth via off-trade compared to on-trade

Premium segment continues to dominate many spirits in the United Arab Emirates

Bourbon/other US whiskey and Japanese whisky gain further popularity

PROSPECTS AND OPPORTUNITIES

Off-trade set to record price increases over the forecast period

Non alcoholic spirits sees limited interest in local market

E-commerce to continue growing rapidly

CATEGORY BACKGROUND

Vodka, gin, other blended Scotch whisky, dark rum and white rum price band methodology

Summary 4 Benchmark Brands 2023

**CATEGORY DATA** 

Table 66 Sales of Spirits by Category: Total 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 67 Sales of Spirits by Category: Total Value 2018-2023

Table 68 Sales of Spirits by Category: % Total Volume Growth 2018-2023

Table 69 Sales of Spirits by Category: % Total Value Growth 2018-2023

Table 70 Sales of Spirits by Off-trade vs On-trade: Volume 2018-2023

Table 71 Sales of Spirits by Off-trade vs On-trade: Value 2018-2023

Table 72 Sales of Spirits by Off-trade vs On-trade: % Volume Growth 2018-2023

Table 73 Sales of Spirits by Off-trade vs On-trade: % Value Growth 2018-2023

Table 74 Sales of Dark Rum by Price Platform: % Total Volume 2018-2023

Table 75 [Sales of White Rum by Price Platform: % Total Volume 2018-2023

Table 76 ☐Sales of Other Blended Scotch Whisky by Price Platform: % Total Volume 2018-2023

Table 77 ☐ Sales of English Gin by Price Platform: % Total Volume 2018-2023

Table 79 

☐Sales of Vodka by Flavoured vs Non-flavoured: % Total Volume 2018-2023

Table 80 ∏GBO Company Shares of Spirits: % Total Volume 2019-2023

Table 81 

☐NBO Company Shares of Spirits: % Total Volume 2019-2023

Table 82 [LBN Brand Shares of Spirits: % Total Volume 2020-2023

Table 83 ☐Forecast Sales of Spirits by Category: Total Volume 2023-2028

Table 84 ☐Forecast Sales of Spirits by Category: Total Value 2023-2028

Table 85  $\square$ Forecast Sales of Spirits by Category: % Total Volume Growth 2023-2028

Table 86 [Forecast Sales of Spirits by Category: % Total Value Growth 2023-2028

CIDER/PERRY IN THE UNITED ARAB EMIRATES

**KEY DATA FINDINGS** 

2023 DEVELOPMENTS

Cider/perry is heavily promoted in December and January

Emergence of non alcoholic cider/perry in the United Arab Emirates

Cider/perry remains dominated by Strongbow in local market

PROSPECTS AND OPPORTUNITIES

Cider/perry is set to maintain healthy growth over the forecast period

Competitive landscape to become increasingly fragmented

Limited opportunities for further penetration of non alcoholic cider in local market

**CATEGORY DATA** 

Table 87 Sales of Cider/Perry: Total Volume 2018-2023

Table 88 Sales of Cider/Perry: Total Value 2018-2023

Table 89 Sales of Cider/Perry: % Total Volume Growth 2018-2023

Table 90 Sales of Cider/Perry: % Total Value Growth 2018-2023

Table 91 Sales of Cider/Perry by Off-trade vs On-trade: Volume 2018-2023

Table 92 Sales of Cider/Perry by Off-trade vs On-trade: Value 2018-2023

Table 93 Sales of Cider/Perry by Off-trade vs On-trade: % Volume Growth 2018-2023

Table 94 Sales of Cider/Perry by Off-trade vs On-trade: % Value Growth 2018-2023

Table 95 GBO Company Shares of Cider/Perry: % Total Volume 2019-2023

Table 96 ☐NBO Company Shares of Cider/Perry: % Total Volume 2019-2023

Table 97 [LBN Brand Shares of Cider/Perry: % Total Volume 2020-2023

Table 98 ☐Forecast Sales of Cider/Perry: Total Volume 2023-2028

Table 99 ☐Forecast Sales of Cider/Perry: Total Value 2023-2028

Table 100 ☐Forecast Sales of Cider/Perry: % Total Volume Growth 2023-2028

Table 101 [Forecast Sales of Cider/Perry: % Total Value Growth 2023-2028

RTDS IN THE UNITED ARAB EMIRATES

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

#### **KEY DATA FINDINGS**

# 2023 DEVELOPMENTS

RTDs in the United Arab Emirates represented by spirit-based options

Niche of frozen RTDs offers potential

Non alcoholic RTDs enter local market in 2023

## PROSPECTS AND OPPORTUNITIES

Competitive landscape likely to become increasingly fragmented with new players

RTDs starts to demonstrate specific claims in addition to appealing taste

Non alcoholic RTDs set to gain popularity with wider offer

#### **CATEGORY DATA**

Table 102 Sales of RTDs by Category: Total Volume 2018-2023

Table 103 Sales of RTDs by Category: Total Value 2018-2023

Table 104 Sales of RTDs by Category: % Total Volume Growth 2018-2023

Table 105 Sales of RTDs by Category: % Total Value Growth 2018-2023

Table 106 Sales of RTDs by Off-trade vs On-trade: Volume 2018-2023

Table 107 Sales of RTDs by Off-trade vs On-trade: Value 2018-2023

Table 108 Sales of RTDs by Off-trade vs On-trade: % Volume Growth 2018-2023

Table 109 Sales of RTDs by Off-trade vs On-trade: % Value Growth 2018-2023

Table 110 GBO Company Shares of RTDs: % Total Volume 2019-2023

Table 111 

NBO Company Shares of RTDs: % Total Volume 2019-2023

Table 112 [LBN Brand Shares of RTDs: % Total Volume 2020-2023

Table 113 [Forecast Sales of RTDs by Category: Total Volume 2023-2028

Table 114 [Forecast Sales of RTDs by Category: Total Value 2023-2028

Table 115 [Forecast Sales of RTDs by Category: % Total Volume Growth 2023-2028

Table 116 ☐Forecast Sales of RTDs by Category: % Total Value Growth 2023-2028



☐ - Print this form

To place an Order with Scotts International:

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

# **Alcoholic Drinks in the United Arab Emirates**

Market Direction | 2024-06-20 | 68 pages | Euromonitor

<ul><li>Send as a scanr</li></ul>	ned email to support@scotts-inte	ernational.com		
ORDER FORM:				
Select license	License			Price
	Single User Licence			€1750.00
	Multiple User License (1 Site) Multiple User License (Global)			€3500.00
				€5250.00
			VAT	
			Total	
*Please circle the releva	ant license option. For any questions	s please contact support@so	cotts-international.com or 0048 603 3	94 346.
□** VAT will be added a	t 23% for Polish based companies, i	ndividuals and EU based co	mpanies who are unable to provide a	valid EU Vat Num
_				
Email*		Phone*		
First Name*		Last Name*		
Job title*				
Company Name*		EU Vat / Tax ID / N	EU Vat / Tax ID / NIP number*	
Address*		City*		
Zip Code*		Country*		
		Date	2025-05-08	
		Signature		$\neg$

Scotts International. EU Vat number: PL 6772247784

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