

Juice in Kenya

Market Direction | 2025-01-20 | 25 pages | Euromonitor

AVAILABLE LICENSES:

- Single User Licence €995.00
- Multiple User License (1 Site) €1990.00
- Multiple User License (Global) €2985.00

Report description:

Overall, juice in Kenya registered muted volume growth in 2024. Though inflation eased, consumers continued to be price sensitive after several years of price hikes. This saw consumers opt for smaller pack sizes, in order to reduce the financial outlay. Many brands had to raise prices by 5-15% to cover higher costs for raw materials and packaging. This also led to private label gaining some traction among consumers with supermarket retailers such as Quickmart and Naivas offering private label fr...

Euromonitor International's Juice 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 (2020-2024), 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 2029 illustrate how the market is set to change.

Product coverage: 100% Juice, Coconut and Other Plant Waters, Juice Drinks (up to 24% Juice), Nectars.

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

Why buy this report?

- * Get a detailed picture of the Juice 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@scott-international.com

www.scott-international.com

Table of Contents:

Juice in Kenya
Euromonitor International
January 2025

List Of Contents And Tables

JUICE IN KENYA

KEY DATA FINDINGS

2024 DEVELOPMENTS

Consumers continue to be price sensitive

Health-consciousness driving consumers to seek natural and low-sugar options.

Stable competition as leading brands focus on innovation and digital expansion.

PROSPECTS AND OPPORTUNITIES

Rising demand for functional juices to drive innovation

Sustainability increasingly important.

Uncertainties remain, including drought

CATEGORY DATA

Table 1 Off-trade Sales of Juice by Category: Volume 2019-2024

Table 2 Off-trade Sales of Juice by Category: Value 2019-2024

Table 3 Off-trade Sales of Juice by Category: % Volume Growth 2019-2024

Table 4 Off-trade Sales of Juice by Category: % Value Growth 2019-2024

Table 5 NBO Company Shares of Off-trade Juice: % Volume 2020-2024

Table 6 LBN Brand Shares of Off-trade Juice: % Volume 2021-2024

Table 7 NBO Company Shares of Off-trade Juice: % Value 2020-2024

Table 8 LBN Brand Shares of Off-trade Juice: % Value 2021-2024

Table 9 Forecast Off-trade Sales of Juice by Category: Volume 2024-2029

Table 10 □Forecast Off-trade Sales of Juice by Category: Value 2024-2029

Table 11 □Forecast Off-trade Sales of Juice by Category: % Volume Growth 2024-2029

Table 12 □Forecast Off-trade Sales of Juice by Category: % Value Growth 2024-2029

SOFT DRINKS IN KENYA

EXECUTIVE SUMMARY

Soft drinks in 2024: The big picture

2024 key trends

Competitive landscape

Retailing developments

Foodservice vs retail split.

What next for soft drinks?

MARKET DATA

Table 13 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2019-2024

Table 14 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2019-2024

Table 15 Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2019-2024

Table 16 Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2019-2024

Table 17 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2024

Table 18 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2024

Table 19 Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2024

Table 20 Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2024

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

Table 21	Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2019-2024
Table 22	Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2019-2024
Table 23	Off-trade Sales of Soft Drinks by Category: Value 2019-2024
Table 24	Off-trade Sales of Soft Drinks by Category: % Value Growth 2019-2024
Table 25	Sales of Soft Drinks by Total Fountain On-trade: Volume 2019-2024
Table 26	Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2019-2024
Table 27	NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2020-2024
Table 28	LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2024
Table 29	NBO Company Shares of Off-trade Soft Drinks: % Value 2020-2024
Table 30	LBN Brand Shares of Off-trade Soft Drinks: % Value 2021-2024
Table 31	Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2019-2024
Table 32	Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2019-2024
Table 33	Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2019-2024
Table 34	Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2024
Table 35	Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2024-2029
Table 36	Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2024-2029
Table 37	Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2024-2029
Table 38	Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2024-2029
Table 39	Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2024-2029
Table 40	Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2024-2029
Table 41	Forecast Off-trade Sales of Soft Drinks by Category: Value 2024-2029
Table 42	Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2024-2029
Table 43	Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2024-2029
Table 44	Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2024-2029

DISCLAIMER

SOURCES

Summary 1 Research Sources

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

Juice in Kenya

Market Direction | 2025-01-20 | 25 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	€995.00
	Multiple User License (1 Site)	€1990.00
	Multiple User License (Global)	€2985.00
		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	2026-02-10
		Signature	

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com