

# Concentrates in South Africa

January 2025

**Table of Contents** 

# Concentrates in South Africa - Category analysis

#### **KEY DATA FINDINGS**

#### 2024 DEVELOPMENTS

Affordability drives stable demand for concentrates in South Africa

Health concerns prevent more significant growth

Oros targets lower-income consumers through pricing and brand loyalty

## PROSPECTS AND OPPORTUNITIES

Potential inclusion of concentrates in sugar tax may drive significant changes

Sustainability impacted by consumer preferences and long-term storage

Emergence of vegetable juice concentrates, but likely to remain a niche

#### **CATEGORY DATA**

**Concentrates Conversions** 

Summary 1 - Concentrates Conversion Factors for Ready-to-Drink (RTD) Format

Table 1 - Off-trade Sales of Concentrates (RTD) by Category: Volume 2019-2024

Table 2 - Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2019-2024

Table 3 - Off-trade Sales of Concentrates by Category: Value 2019-2024

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

Table 5 - LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2021-2024

Table 6 - NBO Company Shares of Off-trade Concentrates: % Value 2020-2024

Table 7 - LBN Brand Shares of Off-trade Concentrates: % Value 2021-2024

Table 8 - NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2020-2024

Table 9 - LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2021-2024

Table 10 - NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2020-2024

Table 11 - LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2021-2024

Table 12 - Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2024-2029

Table 13 - Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2024-2029

Table 14 - Forecast Off-trade Sales of Concentrates by Category: Value 2024-2029

Table 15 - Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2024-2029

# Soft Drinks in South Africa - Industry Overview

# **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 16 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2019-2024

Table 17 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2019-2024

Table 18 - Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2019-2024

Table 19 - Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2019-2024

Table 20 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2024

Table 21 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2024

Table 22 - Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2024

Table 23 - Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2024

Table 24 - Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2019-2024

Table 25 - Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2019-2024

- Table 26 Off-trade Sales of Soft Drinks by Category: Value 2019-2024
- Table 27 Off-trade Sales of Soft Drinks by Category: % Value Growth 2019-2024
- Table 28 Sales of Soft Drinks by Total Fountain On-trade: Volume 2019-2024
- Table 29 Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2019-2024
- Table 30 NBO Company Shares of Total Soft Drinks (RTD): % Volume 2020-2024
- Table 31 LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2021-2024
- Table 32 NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2020-2024
- Table 33 LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2021-2024
- Table 34 NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2020-2024
- Table 35 LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2024
- Table 36 NBO Company Shares of Off-trade Soft Drinks: % Value 2020-2024
- Table 37 LBN Brand Shares of Off-trade Soft Drinks: % Value 2021-2024
- Table 38 Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2019-2024
- Table 39 Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2019-2024
- Table 40 Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2019-2024
- Table 41 Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2024
- Table 42 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2024-2029
- Table 43 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2024-2029
- Table 44 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2024-2029
- Table 45 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2024-2029
- Table 46 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2024-2029
- Table 47 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2024-2029
- Table 48 Forecast Off-trade Sales of Soft Drinks by Category: Value 2024-2029
- Table 49 Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2024-2029
- Table 50 Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2024-2029
- Table 51 Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2024-2029

## **APPENDIX**

Fountain sales in South Africa

## DISCLAIMER

#### SOURCES

Summary 2 - Research Sources

# About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- Strategy Briefings: Global or regional in scope, and focusing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- Company Profiles: Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- Country Reports: For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer
  trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with
  country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/concentrates-in-south-africa/report.