

Wine in Ecuador

June 2025

Table of Contents

Wine in Ecuador - Category analysis

KEY DATA FINDINGS

2024 DEVELOPMENTS

Volume sales fall by a quarter
Packaging used as key marketing tool
Small local grocers lose most volume share

PROSPECTS AND OPPORTUNITIES

More positive picture over forecast period Opportunity for smaller distributors to make a mark Need to attract younger generations

CATEGORY DATA

Table 1 - Sales of Wine by Category: Total Volume 2019-2024

Table 2 - Sales of Wine by Category: Total Value 2019-2024

Table 3 - Sales of Wine by Category: % Total Volume Growth 2019-2024

Table 4 - Sales of Wine by Category: % Total Value Growth 2019-2024

Table 5 - Sales of Wine by Off-trade vs On-trade: Volume 2019-2024

Table 6 - Sales of Wine by Off-trade vs On-trade: Value 2019-2024

Table 7 - Sales of Wine by Off-trade vs On-trade: % Volume Growth 2019-2024

Table 8 - Sales of Wine by Off-trade vs On-trade: % Value Growth 2019-2024

Table 9 - Sales of Still Red Wine by Price Segment: % Off-trade Volume 2019-2024

Table 10 - Sales of Still Rosé Wine by Price Segment: % Off-trade Volume 2019-2024

Table 11 - Sales of Still White Wine by Price Segment: % Off-trade Volume 2019-2024

Table 12 - Sales of Other Sparkling Wine by Price Segment: % Off-trade Volume 2019-2024

Table 13 - GBO Company Shares of Still Light Grape Wine: % Total Volume 2020-2024

Table 14 - NBO Company Shares of Still Light Grape Wine: % Total Volume 2020-2024

Table 15 - LBN Brand Shares of Still Light Grape Wine: % Total Volume 2021-2024

Table 16 - GBO Company Shares of Champagne: % Total Volume 2020-2024

Table 17 - NBO Company Shares of Champagne: % Total Volume 2020-2024

Table 18 - LBN Brand Shares of Champagne: % Total Volume 2021-2024

Table 19 - GBO Company Shares of Other Sparkling Wine: % Total Volume 2020-2024

Table 20 - NBO Company Shares of Other Sparkling Wine: % Total Volume 2020-2024

Table 21 - LBN Brand Shares of Other Sparkling Wine: % Total Volume 2021-2024

Table 22 - GBO Company Shares of Fortified Wine and Vermouth: % Total Volume 2020-2024

Table 23 - NBO Company Shares of Fortified Wine and Vermouth: % Total Volume 2020-2024

Table 24 - LBN Brand Shares of Fortified Wine and Vermouth: % Total Volume 2021-2024

Table 25 - GBO Company Shares of Non-grape Wine: % Total Volume 2020-2024

Table 26 - NBO Company Shares of Non-grape Wine: % Total Volume 2020-2024

Table 27 - LBN Brand Shares of Non-grape Wine: % Total Volume 2021-2024

Table 28 - Forecast Sales of Wine by Category: Total Volume 2024-2029

Table 29 - Forecast Sales of Wine by Category: Total Value 2024-2029

Table 30 - Forecast Sales of Wine by Category: % Total Volume Growth 2024-2029

Table 31 - Forecast Sales of Wine by Category: % Total Value Growth 2024-2029

Alcoholic Drinks in Ecuador - Industry Overview

EXECUTIVE SUMMARY

Alcoholic drinks in 2024: The big picture 2024 key trends Competitive landscape Retail 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

OPERATING ENVIRONMENT

Contraband/parallel trade

Duty free

Cross-border/private imports

KEYNEW PRODUCT LAUNCHES

Outlook

MARKET INDICATORS

Table 32 - Retail Consumer Expenditure on Alcoholic Drinks 2019-2024

MARKET DATA

Table 33 - Sales of Alcoholic Drinks by Category: Total Volume 2019-2024

Table 34 - Sales of Alcoholic Drinks by Category: Total Value 2019-2024

Table 35 - Sales of Alcoholic Drinks by Category: % Total Volume Growth 2019-2024

Table 36 - Sales of Alcoholic Drinks by Category: % Total Value Growth 2019-2024

Table 37 - GBO Company Shares of Alcoholic Drinks: % Total Volume 2020-2024

Table 38 - Distribution of Alcoholic Drinks by Format: % Off-trade Value 2019-2024

Table 39 - Distribution of Alcoholic Drinks by Format and by Category: % Off-trade Volume 2024

Table 40 - Forecast Sales of Alcoholic Drinks by Category: Total Volume 2024-2029

Table 41 - Forecast Sales of Alcoholic Drinks by Category: Total Value 2024-2029

Table 42 - Forecast Sales of Alcoholic Drinks by Category: % Total Volume Growth 2024-2029

Table 43 - Forecast Sales of Alcoholic Drinks by Category: % Total Value Growth 2024-2029

DISCLAIMER

SOURCES

Summary 1 - 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/wine-in-ecuador/report.