

# Concentrates in the United Kingdom

November 2024

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# Concentrates in the United Kingdom - Category analysis

#### **KEY DATA FINDINGS**

#### 2024 DEVELOPMENTS

Concentrates experiences further volume declines in 2024

Innovation in concentrates driven by tropical flavours and packaging

Some brands benefit from promotions and pricing strategies, but their target audience remains limited to a specific demographic

#### PROSPECTS AND OPPORTUNITIES

Demand for concentrates set to continue declining over the forecast period

At-home consumption occasions can expand through mixology or as water flavour enhancement

Leveraging limited editions to create excitement within the category

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