

Soft Drinks in Taiwan

November 2024

Table of Contents

Soft Drinks in Taiwan

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 1 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2019-2024 Table 2 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2019-2024 Table 3 - Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2019-2024 Table 4 - Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2019-2024 Table 5 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2024 Table 6 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2024 Table 7 - Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2024 Table 8 - Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2024 Table 9 - Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2019-2024 Table 10 - Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2019-2024 Table 11 - Off-trade Sales of Soft Drinks by Category: Value 2019-2024 Table 12 - Off-trade Sales of Soft Drinks by Category: % Value Growth 2019-2024 Table 13 - Sales of Soft Drinks by Total Fountain On-trade: Volume 2019-2024 Table 14 - Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2019-2024 Table 15 - NBO Company Shares of Total Soft Drinks (RTD): % Volume 2020-2024 Table 16 - LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2021-2024 Table 17 - NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2020-2024 Table 18 - LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2021-2024 Table 19 - NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2020-2024 Table 20 - LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2024 Table 21 - NBO Company Shares of Off-trade Soft Drinks: % Value 2020-2024 Table 22 - LBN Brand Shares of Off-trade Soft Drinks: % Value 2021-2024 Table 23 - Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2019-2024 Table 24 - Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2019-2024 Table 25 - Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2019-2024 Table 26 - Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2024 Table 27 - Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2024-2029 Table 28 - Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2024-2029 Table 29 - Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2024-2029 Table 30 - Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2024-2029 Table 31 - Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2024-2029 Table 32 - Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2024-2029 Table 33 - Forecast Off-trade Sales of Soft Drinks by Category: Value 2024-2029 Table 34 - Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2024-2029 Table 35 - Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2024-2029 Table 36 - Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2024-2029

APPENDIX

Fountain sales in Taiwan Trends

DISCLAIMER

SOURCES

Summary 1 - Research Sources

Bottled Water in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

Functional bottled water continues to perform well, registering significant sales Strong promotional activities boost sales of bottled water during 2024 More Water launches an innovative Water Shake Shop pop-up store

PROSPECTS AND OPPORTUNITIES

Functional ingredients shape product innovation across the forecast period Continued growth as competition intensifies on the landscape Sparkling water will experience robust growth as domestic players increase

CATEGORY DATA

Table 37 - Off-trade Sales of Bottled Water by Category: Volume 2019-2024Table 38 - Off-trade Sales of Bottled Water by Category: Value 2019-2024Table 39 - Off-trade Sales of Bottled Water by Category: % Volume Growth 2019-2024Table 40 - Off-trade Sales of Bottled Water by Category: % Value Growth 2019-2024Table 41 - NBO Company Shares of Off-trade Bottled Water: % Volume 2020-2024Table 42 - LBN Brand Shares of Off-trade Bottled Water: % Volume 2021-2024Table 43 - NBO Company Shares of Off-trade Bottled Water: % Value 2020-2024Table 43 - NBO Company Shares of Off-trade Bottled Water: % Value 2020-2024Table 44 - LBN Brand Shares of Off-trade Bottled Water: % Value 2021-2024Table 45 - Forecast Off-trade Sales of Bottled Water by Category: Volume 2024-2029Table 46 - Forecast Off-trade Sales of Bottled Water by Category: Value 2024-2029Table 47 - Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2024-2029Table 48 - Forecast Off-trade Sales of Bottled Water by Category: % Value Growth 2024-2029

Carbonates in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

Innovations focus on healthier attributes and unique, refreshing tastes Sales of Apple Sidra fail to recover, following controversy in 2023 Hey Song Sarsaparilla launches its hops drink while Coca-Cola sponsors the Olympics

PROSPECTS AND OPPORTUNITIES

Ongoing growth for OOHA as consumers reach for reduced sugar items Rising competition will lead players to develop new added-value products The popularity of imported carbonates will rise across the forecast period

CATEGORY DATA

Table 49 - Off-trade vs On-trade Sales of Carbonates: Volume 2019-2024Table 50 - Off-trade vs On-trade Sales of Carbonates: Value 2019-2024Table 51 - Off-trade vs On-trade Sales of Carbonates: % Volume Growth 2019-2024Table 52 - Off-trade vs On-trade Sales of Carbonates: % Value Growth 2019-2024Table 53 - Off-trade Sales of Carbonates by Category: Volume 2019-2024Table 54 - Off-trade Sales of Carbonates by Category: Value 2019-2024Table 55 - Off-trade Sales of Carbonates by Category: % Volume Growth 2019-2024Table 56 - Off-trade Sales of Carbonates by Category: % Value Growth 2019-2024

Table 57 - Total Sales of Carbonates by Fountain On-trade: Volume 2019-2024Table 58 - Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2019-2024Table 59 - NBO Company Shares of Off-trade Carbonates: % Volume 2020-2024Table 60 - LBN Brand Shares of Off-trade Carbonates: % Volume 2021-2024Table 61 - NBO Company Shares of Off-trade Carbonates: % Value 2020-2024Table 62 - LBN Brand Shares of Off-trade Carbonates: % Value 2020-2024Table 63 - Forecast Off-trade Sales of Carbonates by Category: Volume 2024-2029Table 64 - Forecast Off-trade Sales of Carbonates by Category: Value 2024-2029Table 65 - Forecast Off-trade Sales of Carbonates by Category: % Volume Growth 2024-2029Table 66 - Forecast Off-trade Sales of Carbonates by Category: % Value Growth 2024-2029Table 66 - Forecast Off-trade Sales of Carbonates by Category: % Value Growth 2024-2029Table 66 - Forecast Total Sales of Carbonates by Fountain On-trade: Volume 2024-2029Table 67 - Forecast Total Sales of Carbonates by Fountain On-trade: Volume 2024-2029Table 68 - Forecast Total Sales of Carbonates by Fountain On-trade: % Volume Crowth 2024-2029

Concentrates in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

Strong results for lemon juice concentrates driven by warm weather Sales of healthy vegetable powders increase as barley grass gains ground Calpis and Nestea lemon tea sale decline as consumers reach for RTD alternatives

PROSPECTS AND OPPORTUNITIES

Drinks that benefit gut health see a rise in sales over the forecast period The rising popularity of infused water and sparkling beverages inspire innovation Healthier lifestyles drive growth for fruit and vegetable powder concentrates

CATEGORY DATA

Concentrates Conversions Summary 2 - Concentrates Conversion Factors for Ready-to-Drink (RTD) Format Table 69 - Off-trade Sales of Concentrates (RTD) by Category: Volume 2019-2024 Table 70 - Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2019-2024 Table 71 - Off-trade Sales of Concentrates by Category: Value 2019-2024 Table 72 - Off-trade Sales of Concentrates by Category: % Value Growth 2019-2024 Table 73 - LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2021-2024 Table 74 - NBO Company Shares of Off-trade Concentrates: % Value 2020-2024 Table 75 - LBN Brand Shares of Off-trade Concentrates: % Value 2021-2024 Table 76 - NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2020-2024 Table 77 - LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2021-2024 Table 78 - NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2020-2024 Table 79 - LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2021-2024 Table 80 - Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2024-2029 Table 81 - Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2024-2029 Table 82 - Forecast Off-trade Sales of Concentrates by Category: Value 2024-2029 Table 83 - Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2024-2029

Juice in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

Health trends and product development aids retail volume sales in 2024 Family Mart redesigns its brand visuals to offer eye-catching packaging The competitive landscape for juice is primarily dominated by Taiwanese players

PROSPECTS AND OPPORTUNITIES

The juice landscape continues to grow as consumers reach for healthy attributes Coconut water drives sales as temperatures continue to rise over the forecast period Innovations focus on blending tea with fruit juice recipes

CATEGORY DATA

Table 84 - Off-trade Sales of Juice by Category: Volume 2019-2024Table 85 - Off-trade Sales of Juice by Category: Value 2019-2024Table 86 - Off-trade Sales of Juice by Category: % Volume Growth 2019-2024Table 87 - Off-trade Sales of Juice by Category: % Value Growth 2019-2024Table 88 - NBO Company Shares of Off-trade Juice: % Volume 2020-2024Table 89 - LBN Brand Shares of Off-trade Juice: % Volume 2021-2024Table 90 - NBO Company Shares of Off-trade Juice: % Value 2020-2024Table 91 - LBN Brand Shares of Off-trade Juice: % Value 2021-2024Table 92 - Forecast Off-trade Sales of Juice by Category: Volume 2024-2029Table 93 - Forecast Off-trade Sales of Juice by Category: Value 2024-2029Table 94 - Forecast Off-trade Sales of Juice by Category: % Volume Growth 2024-2029Table 95 - Forecast Off-trade Sales of Juice by Category: % Value Growth 2024-2029

RTD Coffee in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

RTD coffee exhibits a slight decline as competition from fresh coffee is strong Premium-oriented products in PET bottles become more widely available La Gauche De La Seine opens its first pop-up café in Tainan

PROSPECTS AND OPPORTUNITIES

Challenges to sales include coffee shops, price points and home coffee machines New launches focus on flavour diversification and healthy alternatives Innovation focuses on premium quality to boost retail value sales

CATEGORY DATA

Table 96 - Off-trade Sales of RTD Coffee: Volume 2019-2024Table 97 - Off-trade Sales of RTD Coffee: Value 2019-2024Table 98 - Off-trade Sales of RTD Coffee: % Volume Growth 2019-2024Table 99 - Off-trade Sales of RTD Coffee: % Value Growth 2019-2024Table 100 - NBO Company Shares of Off-trade RTD Coffee: % Volume 2020-2024Table 101 - LBN Brand Shares of Off-trade RTD Coffee: % Volume 2020-2024Table 102 - NBO Company Shares of Off-trade RTD Coffee: % Value 2020-2024Table 103 - LBN Brand Shares of Off-trade RTD Coffee: % Value 2020-2024Table 103 - LBN Brand Shares of Off-trade RTD Coffee: % Value 2021-2024Table 104 - Forecast Off-trade Sales of RTD Coffee: Volume 2024-2029Table 105 - Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2024-2029Table 106 - Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2024-2029Table 107 - Forecast Off-trade Sales of RTD Coffee: % Value Growth 2024-2029

RTD Tea in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

Positive retail value and volume growth as RTD tea offers convenience to consumers Product innovation is strong as players offer diverse flavours and health benefits Lipton leverages AI to engage consumers and promote new products

PROSPECTS AND OPPORTUNITIES

Fusions of fruit and tea are set to launch across the forecast period Sugar-free tea is a future trend as consumers manage their sugar intake Functional health benefits add value to the RTD tea landscape

CATEGORY DATA

Table 108 - Off-trade Sales of RTD Tea by Category: Volume 2019-2024Table 109 - Off-trade Sales of RTD Tea by Category: Value 2019-2024Table 110 - Off-trade Sales of RTD Tea by Category: % Volume Growth 2019-2024Table 111 - Off-trade Sales of RTD Tea by Category: % Value Growth 2019-2024Table 112 - Leading Flavours for Off-trade RTD Tea: % Volume 2019-2024Table 113 - NBO Company Shares of Off-trade RTD Tea: % Volume 2020-2024Table 114 - LBN Brand Shares of Off-trade RTD Tea: % Volume 2021-2024Table 115 - NBO Company Shares of Off-trade RTD Tea: % Value 2020-2024Table 116 - LBN Brand Shares of Off-trade RTD Tea: % Value 2020-2024Table 117 - Forecast Off-trade Sales of RTD Tea by Category: Volume 2024-2029Table 118 - Forecast Off-trade Sales of RTD Tea by Category: Value 2024-2029Table 119 - Forecast Off-trade Sales of RTD Tea by Category: Wolume Growth 2024-2029Table 119 - Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2024-2029Table 119 - Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2024-2029Table 120 - Forecast Off-trade Sales of RTD Tea by Category: % Value Growth 2024-2029

Energy Drinks in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

Active lifestyles and a rise in local players aids sales of energy drinks in 2024 Brands introduce new flavours and reformulate their existing products Red Bull and Super Supau launch collaborations with hand-shaken beverage brands

PROSPECTS AND OPPORTUNITIES

Competition among energy drink players is set to intensify over the forecast period Flavour innovation will be key to growth across the forecast period Sugar-reduced energy drinks become increasingly popular in Taiwan

CATEGORY DATA

Table 121 - Off-trade Sales of Energy Drinks: Volume 2019-2024Table 122 - Off-trade Sales of Energy Drinks: Value 2019-2024Table 123 - Off-trade Sales of Energy Drinks: % Volume Growth 2019-2024Table 124 - Off-trade Sales of Energy Drinks: % Value Growth 2019-2024Table 125 - NBO Company Shares of Off-trade Energy Drinks: % Volume 2020-2024Table 126 - LBN Brand Shares of Off-trade Energy Drinks: % Volume 2021-2024Table 127 - NBO Company Shares of Off-trade Energy Drinks: % Value 2020-2024Table 128 - LBN Brand Shares of Off-trade Energy Drinks: % Value 2020-2024Table 128 - Sales Off-trade Sales of Energy Drinks: % Value 2021-2024Table 129 - Forecast Off-trade Sales of Energy Drinks: Volume 2024-2029Table 130 - Forecast Off-trade Sales of Energy Drinks: Value 2024-2029Table 131 - Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2024-2029Table 132 - Forecast Off-trade Sales of Energy Drinks: % Value Crowth 2024-2029Table 131 - Forecast Off-trade Sales of Energy Drinks: % Value Growth 2024-2029Table 132 - Forecast Off-trade Sales of Energy Drinks: % Value Growth 2024-2029

Sports Drinks in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

Sports drinks reformulate recipes to align with rising health trends More Water launches Stay Cool minerals drink with reduced sugar Super Supau, Fin, and Pocari Sweat create strong barriers for new player

PROSPECTS AND OPPORTUNITIES

Producers will focus on improving the health credentials of sports drinks Sports drinks launch events to engage consumers and boost brand reputation Players set to launch packs that offer convenience and portability

CATEGORY DATA

Table 133 - Off-trade Sales of Sports Drinks: Volume 2019-2024Table 134 - Off-trade Sales of Sports Drinks: Value 2019-2024Table 135 - Off-trade Sales of Sports Drinks: % Volume Growth 2019-2024Table 136 - Off-trade Sales of Sports Drinks: % Value Growth 2019-2024Table 137 - NBO Company Shares of Off-trade Sports Drinks: % Volume 2020-2024Table 138 - LBN Brand Shares of Off-trade Sports Drinks: % Volume 2021-2024Table 139 - NBO Company Shares of Off-trade Sports Drinks: % Value 2020-2024Table 139 - NBO Company Shares of Off-trade Sports Drinks: % Value 2020-2024Table 140 - LBN Brand Shares of Off-trade Sports Drinks: % Value 2021-2024Table 141 - Forecast Off-trade Sales of Sports Drinks: Value 2024-2029Table 142 - Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2024-2029Table 143 - Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2024-2029Table 144 - Forecast Off-trade Sales of Sports Drinks: % Value Growth 2024-2029Table 144 - Forecast Off-trade Sales of Sports Drinks: % Value Growth 2024-2029

Asian Speciality Drinks in Taiwan

KEY DATA FINDINGS

2024 DEVELOPMENTS

Traditional-flavoured herbal drinks remain popular in warmer weather Quaker's Vitality Ginseng Honey Drink experiences rapid growth Black fungus and white fungus are appreciated for their diverse health benefits

PROSPECTS AND OPPORTUNITIES

Vinegar drinks drive growth as consumers embrace health properties Traditional Chinese herbal teas offer wellness and health attributes to consumers Traditional beverages with reduced sugar formulas have strong growth potential

CATEGORY DATA

Table 145 - Off-trade Sales of Asian Speciality Drinks: Volume 2019-2024Table 146 - Off-trade Sales of Asian Speciality Drinks: Value 2019-2024Table 147 - Off-trade Sales of Asian Speciality Drinks: % Volume Growth 2019-2024Table 148 - Off-trade Sales of Asian Speciality Drinks: % Value Growth 2019-2024Table 149 - NBO Company Shares of Off-trade Asian Speciality Drinks: % Volume 2020-2024Table 150 - LBN Brand Shares of Off-trade Asian Speciality Drinks: % Volume 2021-2024Table 151 - NBO Company Shares of Off-trade Asian Speciality Drinks: % Value 2020-2024Table 152 - LBN Brand Shares of Off-trade Asian Speciality Drinks: % Value 2020-2024Table 152 - LBN Brand Shares of Off-trade Asian Speciality Drinks: % Value 2021-2024Table 153 - Forecast Off-trade Sales of Asian Speciality Drinks: Volume 2024-2029Table 154 - Forecast Off-trade Sales of Asian Speciality Drinks: Value 2024-2029Table 155 - Forecast Off-trade Sales of Asian Speciality Drinks: % Volume Growth 2024-2029Table 156 - Forecast Off-trade Sales of Asian Speciality Drinks: % Value Growth 2024-2029Table 156 - Forecast Off-trade Sales of Asian Speciality Drinks: % Value Growth 2024-2029

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 focussing 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/soft-drinks-in-taiwan/report.