



# Other Hot Drinks in Malaysia

January 2024

Table of Contents

## Other Hot Drinks in Malaysia - Category analysis

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Off-trade unit prices continue to rise in 2023 as modern grocery retailing enjoys expansion

Off-trade volume growth slows in response to product price hikes, with other plant-based hot drinks rising fastest, while on-trade sales still lag

Players attempt to boost image with marketing strategies, while Milo remains dominant brand

#### PROSPECTS AND OPPORTUNITIES

Prospective sugar tax will impact category development

Malt-based hot drinks to remain largest subcategory, with consumers continuing to remain loyal to favoured brands

Prospects for sustainable packaging remain uncertain

#### CATEGORY DATA

Table 1 - Retail Sales of Other Hot Drinks by Category: Volume 2018-2023

Table 2 - Retail Sales of Other Hot Drinks by Category: Value 2018-2023

Table 3 - Retail Sales of Other Hot Drinks by Category: % Volume Growth 2018-2023

Table 4 - Retail Sales of Other Hot Drinks by Category: % Value Growth 2018-2023

Table 5 - NBO Company Shares of Other Hot Drinks: % Retail Value 2019-2023

Table 6 - LBN Brand Shares of Other Hot Drinks: % Retail Value 2020-2023

Table 7 - Forecast Retail Sales of Other Hot Drinks by Category: Volume 2023-2028

Table 8 - Forecast Retail Sales of Other Hot Drinks by Category: Value 2023-2028

Table 9 - Forecast Retail Sales of Other Hot Drinks by Category: % Volume Growth 2023-2028

Table 10 - Forecast Retail Sales of Other Hot Drinks by Category: % Value Growth 2023-2028

## Hot Drinks in Malaysia - Industry Overview

### EXECUTIVE SUMMARY

Hot drinks in 2023: The big picture

2023 key trends

Competitive landscape

Retailing developments

Foodservice vs retail split

What next for hot drinks?

### MARKET DATA

Table 11 - Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2018-2023

Table 12 - Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2018-2023

Table 13 - Retail Sales of Hot Drinks by Category: Volume 2018-2023

Table 14 - Retail Sales of Hot Drinks by Category: Value 2018-2023

Table 15 - Retail Sales of Hot Drinks by Category: % Volume Growth 2018-2023

Table 16 - Retail Sales of Hot Drinks by Category: % Value Growth 2018-2023

Table 17 - Foodservice Sales of Hot Drinks by Category: Volume 2018-2023

Table 18 - Foodservice Sales of Hot Drinks by Category: % Volume Growth 2018-2023

Table 19 - Total Sales of Hot Drinks by Category: Total Volume 2018-2023

Table 20 - Total Sales of Hot Drinks by Category: % Total Volume Growth 2018-2023

Table 21 - NBO Company Shares of Hot Drinks: % Retail Value 2019-2023

Table 22 - LBN Brand Shares of Hot Drinks: % Retail Value 2020-2023

Table 23 - Penetration of Private Label in Hot Drinks by Category: % Retail Value 2018-2023

Table 24 - Retail Distribution of Hot Drinks by Format: % Volume 2018-2023

Table 25 - Retail Distribution of Hot Drinks by Format and Category: % Volume 2023

Table 26 - Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2023-2028

Table 27 - Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2023-2028

Table 28 - Forecast Retail Sales of Hot Drinks by Category: Volume 2023-2028

Table 29 - Forecast Retail Sales of Hot Drinks by Category: Value 2023-2028

Table 30 - Forecast Retail Sales of Hot Drinks by Category: % Volume Growth 2023-2028

Table 31 - Forecast Retail Sales of Hot Drinks by Category: % Value Growth 2023-2028

Table 32 - Forecast Foodservice Sales of Hot Drinks by Category: Volume 2023-2028

Table 33 - Forecast Foodservice Sales of Hot Drinks by Category: % Volume Growth 2023-2028

Table 34 - Forecast Total Sales of Hot Drinks by Category: Total Volume 2023-2028

Table 35 - Forecast Total Sales of Hot Drinks by Category: % Total Volume Growth 2023-2028

## 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 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/other-hot-drinks-in-malaysia/report](http://www.euromonitor.com/other-hot-drinks-in-malaysia/report).