



Euromonitor  
International

# Sports Drinks in India

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Table of Contents

## KEY DATA FINDINGS

### 2024 DEVELOPMENTS

Perception of sports drinks, combined with a lack of reduced sugar alternatives, limits the growth potential

Gatorade holds a commanding share amongst a relatively small number of players

Coca-Cola has explored divergent strategies for sports drinks over the years, and it has settled for a volume over value approach

### PROSPECTS AND OPPORTUNITIES

Coca-Cola's mass marketing will hinder the competition's ability to increase prices during the forecast period

Growth potential due to rising health consciousness and Fit India

Forecast period could be an opportune time for the launch of healthier variants

### CATEGORY DATA

Table 1 - Off-trade Sales of Sports Drinks: Volume 2019-2024

Table 2 - Off-trade Sales of Sports Drinks: Value 2019-2024

Table 3 - Off-trade Sales of Sports Drinks: % Volume Growth 2019-2024

Table 4 - Off-trade Sales of Sports Drinks: % Value Growth 2019-2024

Table 5 - NBO Company Shares of Off-trade Sports Drinks: % Volume 2020-2024

Table 6 - LBN Brand Shares of Off-trade Sports Drinks: % Volume 2021-2024

Table 7 - NBO Company Shares of Off-trade Sports Drinks: % Value 2020-2024

Table 8 - LBN Brand Shares of Off-trade Sports Drinks: % Value 2021-2024

Table 9 - Forecast Off-trade Sales of Sports Drinks: Volume 2024-2029

Table 10 - Forecast Off-trade Sales of Sports Drinks: Value 2024-2029

Table 11 - Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2024-2029

Table 12 - Forecast Off-trade Sales of Sports Drinks: % Value Growth 2024-2029

## Soft Drinks in India - 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 13 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2019-2024

Table 14 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2019-2024

Table 15 - Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2019-2024

Table 16 - Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2019-2024

Table 17 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2024

Table 18 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2024

Table 19 - Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2024

Table 20 - Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2024

Table 21 - Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2019-2024

Table 22 - Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2019-2024

Table 23 - Off-trade Sales of Soft Drinks by Category: Value 2019-2024

Table 24 - Off-trade Sales of Soft Drinks by Category: % Value Growth 2019-2024

Table 25 - Sales of Soft Drinks by Total Fountain On-trade: Volume 2019-2024

Table 26 - Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2019-2024

Table 27 - NBO Company Shares of Total Soft Drinks (RTD): % Volume 2020-2024

Table 28 - LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2021-2024

Table 29 - NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2020-2024

Table 30 - LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2021-2024

Table 31 - NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2020-2024

Table 32 - LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2024

Table 33 - NBO Company Shares of Off-trade Soft Drinks: % Value 2020-2024

Table 34 - LBN Brand Shares of Off-trade Soft Drinks: % Value 2021-2024

Table 35 - Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2019-2024

Table 36 - Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2019-2024

Table 37 - Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2019-2024

Table 38 - Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2024

Table 39 - Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2024-2029

Table 40 - Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2024-2029

Table 41 - Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2024-2029

Table 42 - Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2024-2029

Table 43 - Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2024-2029

Table 44 - Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2024-2029

Table 45 - Forecast Off-trade Sales of Soft Drinks by Category: Value 2024-2029

Table 46 - Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2024-2029

Table 47 - Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2024-2029

Table 48 - Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2024-2029

## APPENDIX

Fountain sales in India

Trends

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## SOURCES

Summary 1 - Research Sources

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