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"RTD (ready-to-drink) alcoholic beverages make up a small share of alcohol sales. Fortunately, declines among prepared spirits-based cocktails and wine coolers may be slowing. The category delivers on convenience, with the most participants turning to RTDs over other alcohol types because they don't require preparation. Addressing consumption barriers will be necessary to retain interest."

- Beth Bloom, Senior Food & Drink Analyst

This report looks at the following areas:

- FMBs continue to lead the market, but a slowdown can be seen
- Prepared spirits-based cocktails have struggled, but are poised for a boost
- The category is limited by lack of customization, high sugar content

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This report is part of a series of reports, produced to provide you with a more holistic view of this market



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FMBs continue to lead the market, but growth slows

Prepared spirits-based cocktails are poised for a boost

Wine coolers continue downward trajectory

Beer leads alcohol consumption

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FMBs continue to lead market, but growth slows

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Leading drink types on-premise can inform CPG innovation

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Slightly over a third of respondents consume drinks in each of the measured segments

Consumers are adopting a wider range of format sizes

Supermarkets lead as RTD alcoholic beverage purchase location

Ease of use leads reason for consumption of RTD alcoholic beverages

The category is limited by a lack of customization, sugar content

Standard liquor-based drinks find appeal among younger drinkers

## **RTD Alcoholic Beverage Consumption**

# Slightly over a third of respondents consume drinks in each of the measured segments

Figure 23: RTD alcoholic beverage consumption – Any consumption, September 2016

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