

Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"The soft drinks industry has seen a period of strong innovation, with low-calorie and sugar trends helping to drive the market. Moving forward, with more pressure being exerted on the industry over the sugar content of some drinks, this will likely see companies doing more to reformulate their products to help maintain market share."

— Brian O'Connor, Senior Consumer Analyst

This report looks at the following areas:

- Which sector of the soft drinks market is most valuable carbonated drinks or noncarbonated drinks?
- What impact has growing concerns about sugar and obesity had on the types of soft drinks used by consumers?
- What types of soft drinks are most used by I rish consumers?
- · What types of innovations for soft drinks would capture the attention of Irish consumers?

Sugar and healthiness remain key driving forces within the Irish soft drinks market, and moving forward, as companies come under more scrutiny to make their drinks more healthy, this will likely help to drive forward innovation in low-sugar drinks, or those that use natural low calorie sweeteners instead.

For the purposes of this report, Mintel has used the following definitions:

This report will examine the sale and consumption of carbonated and non-carbonated beverages throughout the island of Ireland in both the on-trade and off-trade. On-trade sales are defined as sales of non-carbonated drinks via pubs, bars, restaurants or cafés for consumption on premises, while off-trade sales are defined for those made via retailers such as supermarkets and convenience stores.

For the purposes of this report, Mintel defines the non-carbonates market as covering all non-carbonated soft drinks sold through the retail and non-retail channels, but excluding sales of hot drinks such as tea and coffee. Please note that sales of alcoholic beverages are not examined within this report, but mixers intended to be used with alcohol are included.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

+1 (312) 943 5250

China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

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



Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview

What you need to know

Products covered in this report

Bottled water

Fruit juices, fruit drinks and smoothies

Cordials and squashes

Carbonated drinks

Executive Summary

The market

Figure 1: Estimated value sales for all soft drinks, by segment, NI and RoI, 2015

Figure 2: Indexed estimated value sales for all on-trade vs. off-trade soft drink sales, NI and RoI, 2010-20

Market factors

Obesity and sugar a growing threat to the market

Aging population could provide opportunities for fortified drinks

Usage of discounters slowing soft drink prices

Craft beer trend transferable to soft drinks

Companies and Innovations

The consumer

Bottled water is the most used type of non-carbonate

Figure 3: Types of non-carbonated drinks that consumers have drunk at home in the last month, NI and RoI, August 2015

Figure 4: Types of non-carbonated drinks that consumers have drunk outside of the home in the last month, NI and RoI, August 2015

Cola is king of the carbonates

Figure 5: Types of carbonated drinks that consumers have drunk at home in the last month, NI and RoI, August 2015

Figure 6: Types of carbonated drinks that consumers have drunk outside of the home in the last month, NI and RoI, August 2015

Strong demand for more soft drinks fortified with vitamins and minerals

Figure 7: Types of drinks/drink qualities that consumers would be willing to buy in the future – for non-carbonates, NI and RoI, August 2015

'Flu fighting' carbonates appeal to consumers

Figure 8: Types of drinks/drink qualities that consumers would be willing to buy in the future – for carbonates, NI and RoI, August 2015

What we think

Issues and Insights

Which sector of the soft drinks market is most valuable - carbonated drinks or non-carbonated drinks?

The facts

The implications

What impact has growing concerns about sugar and obesity had on the types of soft drinks used by consumers?

The facts





Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

The implications

What types of soft drinks are most used by Irish consumers?

The facts

The implications

What types of innovations for soft drinks would capture the attention of Irish consumers?

The facts

The implications

The Market - What You Need to Know

Slight decline in soft drink sales

Carbonated soft drinks largest segment in 2015

Obesity and sugar - Key market threats

Opportunities in senior energy drinks and craft beverages

Market Size and Forecast

Soft drink sales see small decline in 2015

Figure 9: Estimated value sales for all soft drinks, NI and RoI, 2010-20

Sluggish growth in foodservice outlets and pubs/clubs impacting on-trade soft drink sales

Figure 10: Estimated value sales for all on-trade soft drinks, NI and RoI, 2010-20

Decrease in consumer prices dents off-trade drinks sales

Figure 11: Estimated value sales for all off-trade soft drinks, NI and RoI, 2010-20

Market Segmentation

Carbonates account for largest share of the market

Figure 12: Estimated value sales for all soft drinks, by segment, NI and RoI, 2015

Figure 13: Value sales of carbonated drinks market, NI and RoI, 2010-20

Cola accounts for 60% of total carbonated value

Figure 14: Estimated value sales of carbonated drinks market, by segment, NI and RoI, 2015

Juice the most valuable non-carbonated segment

Figure 15: Value sales of juice drinks market, NI and RoI, 2010-20

Non-fizzy water accounts for just over 10% of the total soft drinks markets

Figure 16: Estimated value of non-carbonated bottled water sector, IoI, NI and RoI, 2010-20

RoI concentrate sales improve strongly between 2010 and 2015

Figure 17: Estimated value of concentrate sector (including cordials and squash), IoI, NI and RoI, 2010-20

Sports and energy drink market loses momentum

Figure 18: Estimated value of sports and energy drinks, IoI, NI and RoI, 2010-20

Market Drivers

Ireland set to become the fattest EU nation

Figure 19: Percentage of the RoI population estimated to be obese or overweight, 2010 and 2030

Figure 20: Percentage of the UK population estimated to be obese or overweight, 2010 and 2030

Sugar content of soft drinks key issue



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094



Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 21: How consumers would change their carbonated beverage purchasing behaviour if additional sugar tax were introduced, NI and RoI, November 2013

Sugar levels in soft drinks

Figure 22: Selected soft drink products, by calories and sugar content, UK, 2015

Figure 23: No. of soft drink products launched claiming to contain low/reduced/no sugar, UK and Ireland, 2011-15*

Aging population could pose challenges to carbonated drinks

Figure 24: Projected population of NI, by age, 2012-36

Figure 25: Projected population of RoI, by age, 2011-36

Aging population provides opportunities for energy/vitamin drinks

Consumer prices for soft drinks slowing in 2015

Figure 26: Consumer Price Index for mineral waters, soft drinks and juices, RoI, 2010 to 2015*

Figure 27: Consumer Price Index for mineral waters, soft drinks and juices, UK, 2010 to 2015*

Opportunities for craft soft drinks

Companies and Brands - What You Need to Know

Launch of low/no/reduced sugar variants on the rise

Increasing demand for tropical flavours

Scope for growth in private label soft drinks

Cordials heat up for winter months

Canned formats of soft drinks NPD

Launch Activity and Innovation

Launch of low/no/reduced sugar variants on the rise

Figure 28: Top 5 claims on soft drink launches in uk and Ireland, November 2010-2015

Increasing demand for tropical flavours

Scope for growth potential in private label launches

Figure 29: Share of new product launches within UK and Ireland, branded vs branded label, 2010-15

Growth opportunity for private label soft drinks

Figure 30: Top 5 companies in new product launches, UK and Ireland, 2010-2015

Cordials heat up for winter months

Convenience-driven consumers drive more can launches

Figure 31: Share of new product launches of soft drinks. UK and Ireland, 2010-15

Source: Mintel GNPD

Brand NPD

Recent developments

Bottlegreen

Key facts

Product portfolio

Figure 33: Carbonated soft drinks, Bottlegreen, November 2015

Brand NPD

Recent developments

Britvic Ireland



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

APAC +61 (0) 2 8284 8100 | EMAIL: reports@mintel.com



Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Key facts

Product portfolio

Figure 34: Carbonated and Non-Carbonated soft drinks, Britvic, November 2015

Brand NPD

Recent developments

Coca-Cola

Key facts

Product portfolio

Figure 35: Coca-Cola Ireland carbonated and non-carbonated soft drinks, 2015

Brand NPD

Recent developments

Danone

Key facts

Product portfolio

Brand NPD

Recent developments

Del Monte

Key facts

Product portfolio

Figure 36: Non-carbonated soft drinks, Del Monte, November 2015

Brand NPD

Lucozade Ribena Suntory

Key facts

Product portfolio

Figure 37: Carbonated and non-carbonated soft drinks, Lucozade Ribena Suntory, 2015

Brand NPD

Recent developments

Mulrines

Key facts

Product portfolio

Brand NPD

PepsiCo

Key facts

Product portfolio

Figure 38: Carbonated and non-carbonated soft drinks, PepsiCo, November 2015

Brand NPD

Recent developments

Princes

Key facts



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

APAC +61 (0) 2 8284 8100

EMALL: reports@mintel.com



Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Product portfolio

Brand NPD

Recent developments

Red Bull

Key facts

Product portfolio

Brand NPD

Recent developments

Sqeez (Valeo)

Key facts

Product portfolio

Brand NPD

Recent developments

The Consumer - What You Need to Know

Bottled water overall most likely type non-carbonated drink used

Standard colas most used type of carbonate

Functional ingredients appealing to health-conscious consumers

Functional carbonates important as well

The Consumer – Usage of Non-Carbonated Beverages

Bottled water and squash top non-carbonates at home

Figure 39: Types of non-carbonated drinks that consumers have drunk at home in the last month, NI and RoI, August 2015

Figure 40: Types of non-carbonated drinks that consumers have drunk outside of the home in the last month, NI and RoI, August 2015

Women are primary water users

Figure 41: Where consumers have drunk still bottled water in the last month, by gender, NI and RoI, August 2015

Fruit juice sees strong home usage among younger consumers

Figure 42: Consumers who have drunk 100% fruit or vegetable juice and juice drinks at home in the last month, by age, NI and RoI, August 2015

Concentrates have stronger appeal to NI consumers compared to RoI consumers

Figure 43: Consumers who have drunk squash or cordial at home in the last month, by social class, NI and RoI, August 2015

The Consumer – Usage of Carbonated Beverages

Standard colas most popular at-home drink

Figure 44: Types of carbonated drinks that consumers have drunk at home in the last month, NI and RoI, August 2015

Figure 45: Types of carbonated drinks that consumers have drunk outside of the home in the last month, NI and RoI, August 2015

Men more likely to drink standard colas than women

Figure 46: Consumers who have drunk standard cola at home in the last month, by gender and age, NI and RoI, August 2015

In-home diet cola usage in NI comparable with standard cola usage

Figure 47: Consumers have drunk low- or no-calorie/diet cola drinks in the last month, NI and RoI, August 2015

Mixers see strong in-home use

Figure 48: Consumers who have drunk mixers to be used with or without alcohol in the last month, NI and RoI, August 2015



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

APAC +61 (0) 2 8284 8100 | EMAIL: reports@mintel.com



Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 49: Consumers who have drunk mixers to be used with or without alcohol at home in the last month, by gender, NI and RoI, August 2015

Strong trend to use spirits with mixers helping to boost usage

Figure 50: Types of white and dark spirits drunk with a mixer in the last 12 months, NI and RoI, December 2014

The Consumer - Types of Non-Carbonated Beverages Consumers Would Be Interested In Trying

Fortified non-carbonates appeal to Irish consumers

Figure 51: Types of drinks/drink qualities that consumers would be willing to buy in the future – for non-carbonates, NI and RoI, August 2015

Vitamin and mineral fortified drinks appeal to parents

Figure 52: Consumers who would be willing to buy non-carbonated drinks that are fortified with vitamins and minerals in the future, by age of children in household, NI and RoI, August 2015

More stressful lives could help supply demand for 'calming' drinks

Figure 53: Consumers who would be willing to buy non-carbonated drinks with ingredients associated with being calming/detoxing (eg peppermint, chamomile), by gender, NI and RoI, August 2015

Blends appeal to women and younger consumers

Figure 54: Consumers who would be willing to buy non-carbonated smoothies and fruit juice blends in a cocktail-style (eg Mojito, Margarita), by gender and age, NI and Rol, August 2015

The Consumer - Types of Carbonated Beverages Consumers Would Be Interested In Trying

Being fortified also important for carbonate drinks

Figure 55: Types of drinks/drink qualities that consumers would be willing to buy in the future – for carbonates, NI and RoI, August 2015

Strong interest in natural low-calorie sweeteners

Figure 56: Consumers who would be willing to buy carbonated or non-carbonated drinks containing natural, sugar-free sweeteners (eg honey, stevia), NI and RoI, August 2015

Strong demand for carbonated and non-carbonated 'flu fighters'

Figure 57: Consumers who would be willing to buy carbonated or non-carbonated drinks that have medicinal properties (eg can help fight the symptoms of a cold/flu), NI and RoI, August 2015

Men and young consumers would like to see carbonated protein drinks

Figure 58: Consumers who would be willing to buy carbonated sports/energy drinks with added protein, by gender and age, NI and

Appendix – Data Sources, Abbreviations and Supporting Information

Consumer research

Data sources

Market size rationale

Abbreviations

Appendix - The Market

Market segmentation tables

Figure 59: Estimated value of bottled water sector, on-trade, IoI, NI and RoI, 2010-20

Figure 60: Estimated value of bottled water sector, off-trade, IoI, NI and RoI, 2010-20

Juice

Figure 61: Estimated value of juice sector, on-trade, IoI, NI and RoI, 2010-20

Figure 62: Estimated value of juice sector, off-trade, IoI, NI and RoI, 2010-20

Concentrate

Figure 63: Estimated value of concentrate sector (inc cordials and squash), on-trade, IoI, NI and RoI, 2010-20

Figure 64: Estimated value of concentrate sector (inc cordials and squash), off-trade, IoI, NI and RoI, 2010-20

Appendix - Consumer Data





Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

NI Toluna data

- Figure 65: Where consumers have drunk squash in the last three months, by demographics, NI, August 2015
- Figure 66: Where consumers have drunk cordial in the last three months, by demographics, NI, August 2015
- Figure 67: Where consumers have drunk still bottled water in the last three months, by demographics, NI, August 2015
- Figure 68: Where consumers have drunk fruit flavoured & barley water in the last three months, by demographics, NI, August 2015
- Figure 69: Where consumers have drunk water flavour enhancer in the last three months, by demographics, NI, August 2015
- Figure 70: Where consumers have drunk iced tea in the last three months, by demographics, NI, August 2015
- Figure 71: Where consumers have drunk smoothies in the last three months, by demographics, NI, August 2015
- Figure 72: Where consumers have drunk 100% fruit or vegetable juice in the last three months, by demographics, NI, August 2015
- Figure 73: Where consumers have drunk juice drinks in the last three months, by demographics, NI, August 2015
- Figure 74: Where consumers have drunk reduced sugar fruit juice drinks in the last three months, by demographics, NI, August 2015
- Figure 75: Where consumers have drunk non-carbonated sports drinks in the last three months, by demographics, NI, August 2015
- Figure 76: Where consumers have drunk non-carbonated energy drinks in the last three months, by demographics, NI, August 2015
- Figure 77: Where consumers have drunk standard cola drinks in the last three months, by demographics, NI, August 2015
- Figure 78: Where consumers have drunk low- or no-calorie/diet cola drinks in the last three months, by demographics, NI, August
- Figure 79: Where consumers have drunk standard non-cola flavoured soft drinks in the last three months, by demographics, NI,
- August 2015
 Figure 80: Where consumers have drunk low- or no-calorie/diet non-cola flavoured soft drinks in the last three months, by demographics, NI, August 2015
- Figure 81: Where consumers have drunk carbonated fruit juice and juice drinks in the last three months, by demographics, NI, August 2015
- Figure 82: Where consumers have drunk mixers to be used with or without alcohol in the last three months, by demographics, NI,
- August 2015 Figure 83: Where consumers have drunk carbonated water with added flavour in the last three months, by demographics, NI, August
- Figure 84: Where consumers have drunk carbonated water with added vitamins/minerals in the last three months, by demographics,
- Figure 85: Where consumers have drunk carbonated energy drinks in the last three months, by demographics, NI, August 2015
- Figure 86: Types of non-carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, NI,
- August 2015
- Figure 87: Types of non-carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, NI, August 2015 (continued)
- Figure 88: Types of non-carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, NI, August 2015 (continued)
- Figure 89: Types of carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, NI,
- Figure 90: Types of carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, NI, August 2015 (continued)
- Figure 91: Types of carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, NI, August 2015 (continued)

Rol Toluna data

- Figure 92: Where consumers have drunk squash in the last three months, by demographics, RoI, August 2015
- Figure 93: Where consumers have drunk cordial in the last three months, by demographics, RoI, August 2015
- Figure 94: Where consumers have drunk still bottled water in the last three months, by demographics, RoI, August 2015
- Figure 95: Where consumers have drunk fruit flavoured & barley water in the last three months, by demographics, RoI, August 2015
- Figure 96: Where consumers have drunk water flavour enhancer in the last three months, by demographics, RoI, August 2015
- Figure 97: Where consumers have drunk iced tea in the last three months, by demographics, RoI, August 2015
- Figure 98: Where consumers have drunk smoothies in the last three months, by demographics, RoI, August 2015
- Figure 99: Where consumers have drunk 100% fruit or vegetable juice in the last three months, by demographics, RoI, August 2015
- Figure 100: Where consumers have drunk juice drinks in the last three months, by demographics, RoI, August 2015
- Figure 101: Where consumers have drunk reduced sugar fruit juice drinks in the last three months, by demographics, RoI, August 2015





Report Price: £1095.00 | \$1773.30 | €1390.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 102: Where consumers have drunk non-carbonated sports drinks in the last three months, by demographics, RoI, August 2015

Figure 103: Where consumers have drunk non-carbonated energy drinks in the last three months, by demographics, RoI, August 2015

Figure 104: Where consumers have drunk standard cola drinks in the last three months, by demographics, RoI, August 2015

Figure 105: Where consumers have drunk low- or no-calorie/diet cola drinks in the last three months, by demographics, RoI, August

Figure 106: Where consumers have drunk standard non-cola flavoured soft drinks in the last three months, by demographics, RoI, August 2015 Figure 107: Where consumers have drunk low- or no-calorie/diet non-cola flavoured soft drinks in the last three months, by

demographics, Rol, August 2015

Figure 108: Where consumers have drunk carbonated fruit juice and juice drinks in the last three months, by demographics, RoI,

August 2015

Figure 109: Where consumers have drunk mixers to be used with or without alcohol in the last three months, by demographics, RoI, August 2015
Figure 110: Where consumers have drunk carbonated water with added flavour in the last three months, by demographics, RoI,

Figure 111: Where consumers have drunk carbonated water with added vitamins/minerals in the last three months, by demographics,

Rol, August 2015

Figure 112: Where consumers have drunk carbonated energy drinks in the last three months, by demographics, RoI, August 2015

Figure 113: Types of non-carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, Rol, August 2015 (continued)
Figure 114: Types of non-carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, Rol, August 2015 (continued)

Figure 115: Types of non-carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics,

Rol, August 2015 (continued)

Figure 116: Types of carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, RoI, August 2015

August 2013
Figure 117: Types of carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, RoI, August 2015 (continued)
Figure 118: Types of carbonated drinks/drink qualities that consumers would be willing to buy in the future, by demographics, RoI, August 2015 (continued)