

Report Price: £1095.00 | \$1478.58 | €1232.31

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



"The summer of 2018 helped to drive sales value forward, but increasingly consumers are wary of the environmental impact of plastic – and unless soft drinks companies can introduce more environmentally-friendly packaging and policies, they could see sales suffer"

- Brian O'Connor, Senior Consumer Analyst

# This report looks at the following areas:

The high temperatures of summer 2018 have helped to drive soft drinks usage in 2018. Consumers continue to be concerned with the sugar content of soft drinks, but a majority of Irish consumers have noted that their usage of carbonated soft drinks have not changed since the introduction of the soft drink levy in April 2018.

# BUY THIS REPORT NOW

**VISIT:** store.mintel.com

**CALL:**EMEA
+44 (0) 20 7606 4533

Brazil 0800 095 9094

Americas +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 | \$1478.58 | €1232.31

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 sector, IoI, 2018

#### Forecas

Figure 2: Indexed estimated value sales for all soft drinks, by on-trade and off-trade, IoI, 2013-23

#### Market factors

### Majority say the sugar levy hasn't affected buying habits, but young consumers are switching

Figure 3: Consumer response to the question 'April 2018 saw a levy applied to some fizzy drinks with high levels of sugar. Since then, how has it affected you when buying soft drinks?', NI and RoI, September 2018

# Consumer prices increase in NI and RoI

NI consumers not hopeful for their financial future

Summer 2018 among record-breaking years

Companies and innovations

The consumer

# Water remains most used soft drink

Figure 4: Types of non-carbonated drinks that consumers have drunk in the last month, NI and RoI, September 2018

# NI and RoI consumers differ over cola preferences

Figure 5: Types of carbonated drinks that consumers have drunk in the last month, NI and RoI, September 2018

# Half using tap water more in 2018

Figure 6: Consumer soft drink behaviours, NI and RoI, September 2018

# Biodegradable and eco packaging a key desire for Irish soft drink users

Figure 7: Agreement with statements relating to soft drinks, NI and RoI, September 2018

# The Market - What You Need to Know

Soft drinks sales grow 3.2% on the back of levy and heatwave

Six in 10 claim to be unaffected by sugar tax

Consumer soft drink prices increase

Big decline in NI sentiment

Record summer sun helps boost sales

# **Market Size and Forecast**

Total soft drinks sales value improve in 2018

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1095.00 | \$1478.58 | €1232.31

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

Figure 8: Estimated value sales for all soft drinks, IoI, NI and RoI, 2013-23

# Summer 2018 & World Cup helping to drive on-trade sales

Figure 9: Estimated value sales for all on-trade soft drinks, IoI, NI and RoI, 2013-23

### Off-trade sees 4% growth

Figure 10: Estimated value sales for all off-trade soft drinks, IoI, NI and RoI, 2013-23

# **Market Segmentation**

# Sugar levy and hot summer help boost 2018 performance of carbonated drinks

Figure 11: Total value sales of carbonated drinks market, IoI, NI and RoI, 2013-23

Figure 12: On-trade vs. off-trade value sales of carbonated drinks, NI and RoI, 2013-18

### Juice & smoothies value grows in 2018 despite sugar concerns

Figure 13: Total value sales of juice drinks market, IoI, NI and RoI, 2013-23

# Scrutiny over sugar helping to boost water usage

Figure 14: Estimated value sales of non-carbonated bottled water sector, IoI, NI and RoI, 2013-23

### Concentrates continue to see poor performance

Figure 15: Estimated value sales of concentrate sector (including cordials and squash), IoI, NI and RoI, 2013-23

### Sports and energy category sees continued growth

Figure 16: Estimated value sales of sports and energy drinks, IoI, NI and RoI, 2013-23

# **Market Drivers**

# Sugar levy introduced in 2018, but may not have had the desired impact

Figure 17: Consumer response to the question 'April 2018 saw a levy applied to some fizzy drinks with high levels of sugar. Since then, how has it affected you when buying soft drinks?', NI and RoI, September 2018 Figure 18: Consumers who claim the sugar levy has not changed their carbonated drink buying habits, by age group, NI and RoI, September 2018

# But it is having an impact on younger soft drink users

Figure 19: Consumers who claim the sugar levy has seen them cut back on sugary carbonated drinks, by age group, NI and RoI, September 2018

# Sugar remains a key concern for consumers in 2018

Figure 20: Selected ingredients in food and drink products consumers are concerned about, NI and RoI, June 2017 and June 2018

# 2018 sees increase in consumer prices for soft drinks and waters for RoI

Figure 21: Consumer price indices for minerals/ spring water, soft drinks and fruit & vegetable juices, RoI, September 2013-18

# NI/UK sees huge price spike upon introduction of levy

Figure 22: Consumer price indices for soft drinks, NI/UK, January 2015-September 2018

# NI consumer sentiment loses its fizz over June-September 2018

Figure 23: How consumers expect their personal financial situation to change in the next 12 months, NI, April 2017-September 2018

# RoI sentiment more stable

Figure 24: How consumers expect their personal financial situation to change in the next 12 months, RoI, April 2017-september 2018

Hottest Irish summer in over 20 years helps to drive soft drinks sales

# Companies and Brands - What You Need to Know

New launches of Cola-flavoured carbonated soft drinks slowing dramatically in 2018

PepsiCo and Danone investing in the future with acquisitions which bring soft drinks further into the home

 ${\it Coca-Cola\ set\ to\ close\ factory\ in\ Co.\ Kildare\ resulting\ in\ 82\ job\ losses}$ 

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1095.00 | \$1478.58 | €1232.31

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

Concerns about plastic waste drive claims, with brands beginning to act

# Who's Innovating?

Juice leading new product development but carbonated soft drinks making a comeback

Figure 25: New product development in soft drinks market, by sub-category, UK and RoI, 2014-18

Ethical packaging claims dominate but the fastest growing is vegan/no animal ingredients

Figure 26: Claims analysis of new products launched in soft drinks market, UK and RoI, 2014-18

Botanical flavours could help explain the renewed growth in carbonated soft drinks

Figure 27: New product development in carbonated soft drinks market, UK and RoI, 2014-18

Flavoured water appears with expected flavours but excels in functionality

Figure 28: Flavour analysis of flavoured water products launched, UK and RoI, 2014-18

# **Company Profiles**

AG Barr

**Key Facts** 

Product Portfolio

Figure 29: AG Barr carbonated, still, water and fruit juice-based soft drinks products, 2018

**Brand NPD** 

Recent Developments

Britvic Ireland

Key Facts

Product Portfolio

Figure 30: Britvic Ireland full product portfolio including carbonated, still, water, fruit-juice based and cordial drinks, 2018

Brand NPD

Recent Developments

Coca-Cola

**Key Facts** 

Product Portfolio

Figure 31: Coca-Cola Ireland full product portfolio of carbonated, still, fruit-juice based and mixer drinks, 2018

Brand NPD

Recent Developments

Danone

**Key Facts** 

Product Portfolio

Brand NPD

Recent Developments

Del Monte

**Key Facts** 

Product Portfolio

Lucozade Ribena Suntory

Key Facts



VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1095.00 | \$1478.58 | €1232.31

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

#### Product Portfolio

Figure 32: Lucozade Ribena Suntory product portfolio including carbonated, still, fruit-juice based, and cordial drinks, 2018

**Brand NPD** 

Recent Developments

PepsiCo

**Key Facts** 

Product Portfolio

Figure 33: PepsiCo Ireland full soft drinks product portfolio including carbonated, still and fruit juice drinks, 2018

**Brand NPD** 

Recent Developments

Princes Group Ltd.

**Kev Facts** 

Product Portfolio

Figure 34: Princes Group Ltd, soft drinks portfolio including pure and blended fruit juice, fruit-juice based drinks, cordials and water, 2018

Recent Developments

SHS Group

**Key Facts** 

Product Portfolio

Figure 35: SHS Group soft drink portfolio including cordials, presses, sparkling drinks, tonics, mixers, concentrates and water, 2018

Brand NPD

Recent Developments

Red Bull

**Key Facts** 

Product Portfolio

Figure 36: Red Bull soft drinks portfolio including energy drinks, sugar-free drinks, editions and organics, 2018

Brand NPD

Recent Developments

# The Consumer - What You Need to Know

Water remains most-used soft drink

NI and RoI consumers differ over cola preferences

Tap water usage increasing in 2018

Eco-friendly packaging a key issue for Irish consumers

# **Usage of Non-carbonated Beverages**

# RoI consumers stronger water users

Figure 37: Types of non-carbonated drinks that consumers have drunk in the last month, NI and RoI, September 2018

# Women key users of bottled water, but need for more environmentally-friendly bottles

Figure 38: Consumers who have drunk bottled water in the last month, by gender, NI and RoI, September 2017

# RoI consumers stronger users of juices and smoothies

Figure 39: Usage of selected non-carbonated juice drinks in the last month, NI and RoI, September 2018

BUY THIS REPORT NOW

VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1095.00 | \$1478.58 | €1232.31

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

Figure 40: Amount of effort consumers put into staying healthy, NI and RoI, June 2018

# 25-34-year-olds strongest users of concentrates

- Figure 41: Usage of selected non-carbonated concentrate drinks in the last month, NI and RoI, September 2017 and September 2018
- Figure 42: Consumers who have used squashes and cordials in the last month, by age group, NI and RoI, September 2018
- Figure 43: Consumers who have used squashes in the last month, by presence of children in household, NI and RoI, September 2018

### **Usage of Carbonated Beverages**

# NI consumers embracing diet cola more than RoI consumers

Figure 44: Types of carbonated drinks that consumers have drunk in the last month, NI and RoI, September 2018

# Diet colas remain more popular among Irish women in 2018

- Figure 45: Consumers who have drunk diet colas in the last month, by gender, NI and RoI, September 2018
- Figure 46: Selected ingredients in food and drink products consumers are concerned about, by gender, NI and RoI, June 2018

# RoI consumers more likely to opt for standard colas than NI consumers

Figure 47: Consumers who have drunk standard colas in the last month, by presence and age of children in household, NI and RoI, September 2018

# Gin craze helping to boost usage of carbonated waters

- Figure 48: Consumers who have drunk carbonated waters in the last month, by socio-economic group, NI and RoI, September 2018
- Figure 49: Types of gin spirits drunk in the last six months, by method of consumption, NI and RoI, October 2017

### Soft Drink Behaviours

# Half of consumers using more tap water in 2018

Figure 50: Consumer soft drink behaviours, NI and RoI, September 2018

# Younger consumers drinking more tap water

Figure 51: Agreement with the statement `I am drinking more tap water compared to 12 months ago', by age group, NI and RoI, September 2018

# Avoiding sugar remains a priority in 2018

Figure 52: Agreement with the statement 'I am more likely to avoid sugary carbonated drinks compared to 12 months ago', by work status, NI and RoI, September 2018

# Smaller servings of full-sugar drinks appeal more to RoI consumers

Figure 53: Agreement with the statement 'I would rather drink smaller servings of fizzy drinks than switch to a diet/low sugar version ', by gender, NI and RoI, September 2018

# **Attitudes Towards Soft Drinks**

# Huge demand for more environmentally-friendly practices

Figure 54: Agreement with statements relating to soft drinks, NI and RoI, September 2018

# Biodegradable packaging a must across all demographics

Figure 55: New product launches in the soft drinks category claiming to have environmentally-friendly packaging, UK and Ireland, 2014-18

# Bottle return scheme strikes a chord with mature consumers

Figure 56: Agreement with the statement 'I would like to see a money-back bottle return scheme of soft drink bottles introduced to help reduce packaging waste', NI and RoI, September 2017 and September 2018 Figure 57: Agreement with the statement 'I would like to see a money-back bottle return scheme of soft drink bottles introduced to help reduce packaging waste', NI and RoI, September 2017 and September 2018

# Sugar reduction a higher priority for those aged 55+

Figure 58: Agreement with the statement 'Manufacturers should do more to reduce the sugar in soft drinks', by age NI and RoI, September 2017 and September 2018

# Appendix - Data Sources, Abbreviations and Supporting Information

Consumer research

Data sources

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1095.00 | \$1478.58 | €1232.31

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

### Market size rationale

Abbreviations

# Appendix - The Market

# Market segmentation tables

# Bottled water

Figure 59: Estimated value of bottled water sector, on-trade, IoI, NI and RoI, 2013-23

Figure 60: Estimated value of bottled water sector, off-trade, IoI, NI and RoI, 2013-23

# Juice

Figure 61: Estimated value of juice sector, on-trade, IoI, NI and RoI, 2013-23

Figure 62: Estimated value of juice sector, off-trade, IoI, NI and RoI, 2013-23

### Concentrate

Figure 63: Estimated value of concentrate sector (inc cordials and squash), on-trade, IoI, NI and RoI, 2013-23

Figure 64: Estimated value of concentrate sector (inc cordials and squash), off-trade, IoI, NI and RoI, 2013-23

# Carbonated beverages

Figure 65: Value sales of carbonated drinks market - on-trade, IoI, NI and RoI, 2013-23

Figure 66: Value sales of carbonated drinks market - off-trade, IoI, NI and RoI, 2013-23

# Energy drinks

Figure 67: Estimated value sales of sports and energy drinks, IoI, NI and RoI, 2013-23