

Hot Drinks in Costa Rica

December 2025

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Hot Drinks in Costa Rica

EXECUTIVE SUMMARY

Coffee negatively impacted by surging prices

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Muted overall volume growth, as rising prices have an impact

Local provenance increasingly important in coffee, with premiumisation also driving value growth

Consumers look for functional benefits in tea

WHAT'S NEXT?

Continuing growth, supported by growing economy

Price rises and premiumisation drive value growth in coffee

Health and wellness key driver for tea

COMPETITIVE LANDSCAPE

Coffee player Cía Numar holds on to commanding lead

Smaller coffee player, Café Dorado, gains most value share

CHANNELS

Supermarkets continue to lead distribution

Warehouse clubs gain most value share

Foodservice vs retail split

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2025 DEVELOPMENTS

Consumers highly discerning

INDUSTRY PERFORMANCE

Significant value growth, due to soaring prices of coffee Fresh ground coffee registers highest value growth

WHAT'S NEXT

Positive outlook over forecast period Continuing growth for fresh ground coffee pods Local heritage gaining further importance

COMPETITIVE LANDSCAPE

Cía Numar retains commanding lead Smaller player, Café Dorado, gains most value share

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Muted performance in 2025

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Moderate outlook over forecast period

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INDUSTRY PERFORMANCE

Moderate value and volume growth in 2025

Chocolate-based flavoured powder drinks register highest value growth

WHAT'S NEXT?

Positive outlook over forecast period

Marketing focus on energy and nutrition

Opportunity to offer other hot drinks with a healthier positioning

COMPETITIVE LANDSCAPE

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