

Soft Drinks in Israel

December 2025

Table of Contents

Soft Drinks in Israel

EXECUTIVE SUMMARY

Soft drinks consumption recovers as inflationary pressures begin to recede

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

RTD coffee, sports drinks and energy drinks are the strongest performers

Health concerns continue to shape consumer choices and competitive strategies

Flavour diversification remains a focal point for innovation

WHAT'S NEXT?

Outlook for soft drinks is broadly favourable Influence of the health and wellness trend set to become more entrenched Import reform could help to increase price competition

COMPETITIVE LANDSCAPE

Central Beverage Co maintains overall market lead
Tempo Beverages Ltd is the most dynamic company in 2025

CHANNELS

Discounters remains the leading distribution channel

Soft drinks sales through e-commerce continue to grow strongly

Foodservice vs retail split

MARKET DATA

- Table 1 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2020-2025
- Table 2 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2020-2025
- Table 3 Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2020-2025
- Table 4 Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2020-2025
- Table 5 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2025
- Table 6 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2025
- Table 7 Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2025
- Table 8 Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2025
- Table 9 Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2020-2025
- Table 10 Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2020-2025
- Table 11 Off-trade Sales of Soft Drinks by Category: Value 2020-2025
- Table 12 Off-trade Sales of Soft Drinks by Category: % Value Growth 2020-2025
- Table 13 Sales of Soft Drinks by Total Fountain On-trade: Volume 2020-2025
- Table 14 Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2020-2025
- Table 15 NBO Company Shares of Total Soft Drinks (RTD): % Volume 2021-2025
- Table 16 LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2022-2025
- Table 17 NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2021-2025
- Table 18 LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2022-2025
- Table 19 NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2025
- Table 20 LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2022-2025
- Table 21 NBO Company Shares of Off-trade Soft Drinks: % Value 2021-2025
- Table 22 LBN Brand Shares of Off-trade Soft Drinks: % Value 2022-2025
- Table 23 Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2020-2025
- Table 24 Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2020-2025
- Table 25 Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2020-2025
- Table 26 Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2025
- Table 27 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2025-2030

- Table 28 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2025-2030
- Table 29 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2025-2030
- Table 30 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2025-2030
- Table 31 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2025-2030
- Table 32 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2025-2030
- Table 33 Forecast Off-trade Sales of Soft Drinks by Category: Value 2025-2030
- Table 34 Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2025-2030
- Table 35 Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2025-2030
- Table 36 Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2025-2030

APPENDIX

Fountain sales in Israel

COUNTRY REPORTS DISCLAIMER

SOURCES

Summary 1 - Research Sources

Bottled Water in Israel

KEY DATA FINDINGS

2025 DEVELOPMENTS

Multiple factors boost bottled water consumption

INDUSTRY PERFORMANCE

War-related stockpiling continues to drive demand in still bottled water Still flavoured bottled water posts strongest growth in retail volume terms

WHAT'S NEXT?

Steady growth in overall retail volume sales projected

Carbonated and functional varieties set to become more popular

Rising average temperatures bode well for bottled water

COMPETITIVE LANDSCAPE

Tempo becomes the clear leader after assuming distribution rights for Eden

Eden brand strengthens its overall lead in 2025

CHANNELS

Discounters remains the most important distribution channel

E-commerce is the fastest growing channel in retail volume terms

CATEGORY DATA

- Table 37 Off-trade Sales of Bottled Water by Category: Volume 2020-2025
- Table 38 Off-trade Sales of Bottled Water by Category: Value 2020-2025
- Table 39 Off-trade Sales of Bottled Water by Category: % Volume Growth 2020-2025
- Table 40 Off-trade Sales of Bottled Water by Category: % Value Growth 2020-2025
- Table 41 NBO Company Shares of Off-trade Bottled Water: % Volume 2021-2025
- Table 42 LBN Brand Shares of Off-trade Bottled Water: % Volume 2022-2025
- Table 43 NBO Company Shares of Off-trade Bottled Water: % Value 2021-2025
- Table 44 LBN Brand Shares of Off-trade Bottled Water: % Value 2022-2025
- Table 45 Forecast Off-trade Sales of Bottled Water by Category: Volume 2025-2030
- Table 46 Forecast Off-trade Sales of Bottled Water by Category: Value 2025-2030
- Table 47 Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2025-2030
- Table 48 Forecast Off-trade Sales of Bottled Water by Category: % Value Growth 2025-2030

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Carbonates in Israel

KEY DATA FINDINGS

2025 DEVELOPMENTS

Carbonates consumption picks up in 2025

INDUSTRY PERFORMANCE

Pricing pressures remain elevated

Regular cola carbonates shows fastest growth in retail volume sales

WHAT'S NEXT?

Overall demand for carbonates expected to remain solid

Health concerns will spur new launches and reformulation of established ranges

Non-cola carbonates set to witness greater flavour diversification

Central Beverage Co Ltd continues to dominate carbonates

Smaller players make gains as Jafora-Tabori and Tempo lose ground

CHANNELS

Discounters remains the leading distribution channel

Penetration of e-commerce continues to rise

CATEGORY DATA

- Table 49 Off-trade vs On-trade Sales of Carbonates: Volume 2020-2025
- Table 50 Off-trade vs On-trade Sales of Carbonates: Value 2020-2025
- Table 51 Off-trade vs On-trade Sales of Carbonates: % Volume Growth 2020-2025
- Table 52 Off-trade vs On-trade Sales of Carbonates: % Value Growth 2020-2025
- Table 53 Off-trade Sales of Carbonates by Category: Volume 2020-2025
- Table 54 Off-trade Sales of Carbonates by Category: Value 2020-2025
- Table 55 Off-trade Sales of Carbonates by Category: % Volume Growth 2020-2025
- Table 56 Off-trade Sales of Carbonates by Category: % Value Growth 2020-2025
- Table 57 Total Sales of Carbonates by Fountain On-trade: Volume 2020-2025
- Table 58 Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2020-2025
- Table 59 NBO Company Shares of Off-trade Carbonates: % Volume 2021-2025
- Table 60 LBN Brand Shares of Off-trade Carbonates: % Volume 2022-2025
- Table 61 NBO Company Shares of Off-trade Carbonates: % Value 2021-2025
- Table 62 LBN Brand Shares of Off-trade Carbonates: % Value 2022-2025
- Table 63 Forecast Off-trade Sales of Carbonates by Category: Volume 2025-2030
- Table 64 Forecast Off-trade Sales of Carbonates by Category: Value 2025-2030
- Table 65 Forecast Off-trade Sales of Carbonates by Category: % Volume Growth 2025-2030
- Table 66 Forecast Off-trade Sales of Carbonates by Category: % Value Growth 2025-2030
- Table 67 Forecast Total Sales of Carbonates by Fountain On-trade: Volume 2025-2030
- Table 68 Forecast Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Concentrates in Israel

KEY DATA FINDINGS

2025 DEVELOPMENTS

Economical positioning of concentrates supports stable demand

INDUSTRY PERFORMANCE

Liquid concentrates still the only category with measurable sales Reduced sugar options continue to gain popularity

WHAT'S NEXT?

Off-trade RTD volume sales expected to decline slightly

Health and wellness trend will remain a focal point for innovation

New health-oriented brands and more affordable imports likely to enter

COMPETITIVE LANDSCAPE

Osem Food Industries Ltd remains the outright leader in concentrates

SodaStream International Ltd is the most dynamic performer in volume growth terms

CHANNELS

Discounters remains the leading distribution channel

Convenience stores channel records highest off-trade volume growth rate

Concentrates Conversions

Summary 2 - Concentrates Conversion Factors for Ready-to-Drink (RTD) Format

CATEGORY DATA

Table 69 - Off-trade Sales of Concentrates (RTD) by Category: Volume 2020-2025

Table 70 - Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2020-2025

Table 71 - Off-trade Sales of Concentrates by Category: Value 2020-2025

Table 72 - Off-trade Sales of Concentrates by Category: % Value Growth 2020-2025

Table 73 - LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2022-2025

Table 74 - NBO Company Shares of Off-trade Concentrates: % Value 2021-2025

Table 75 - LBN Brand Shares of Off-trade Concentrates: % Value 2022-2025

Table 76 - NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2021-2025

Table 77 - LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2022-2025

Table 78 - NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2021-2025

Table 79 - LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2022-2025

Table 80 - Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2025-2030

Table 81 - Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2025-2030

Table 82 - Forecast Off-trade Sales of Concentrates by Category: Value 2025-2030

Table 83 - Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2025-2030

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Juice in Israel

KEY DATA FINDINGS

2025 DEVELOPMENTS

Retail volume sales rebound in 2025

INDUSTRY PERFORMANCE

Price-sensitivity and concerns about sugar content temper recovery

Not from concentrate 100% juice is the star performer

WHAT'S NEXT?

Outlook for individual juice categories is mixed

Reduced sugar options set to feature prominently among new launches

Retail demand for reconstituted 100% juice and nectars set to decline consistently

COMPETITIVE LANDSCAPE

Jafora-Tabori retains overall lead in juice

Ganir Ltd is the best performing company in 2025

CHANNELS

Discounters still the top retail distribution channel

Busier lifestyles boost juice sales through vending and convenience stores

CATEGORY DATA

Table 84 - Off-trade Sales of Juice by Category: Volume 2020-2025

Table 85 - Off-trade Sales of Juice by Category: Value 2020-2025

Table 86 - Off-trade Sales of Juice by Category: % Volume Growth 2020-2025

Table 87 - Off-trade Sales of Juice by Category: % Value Growth 2020-2025

Table 88 - NBO Company Shares of Off-trade Juice: % Volume 2021-2025

Table 89 - LBN Brand Shares of Off-trade Juice: % Volume 2022-2025

Table 90 - NBO Company Shares of Off-trade Juice: % Value 2021-2025

Table 91 - LBN Brand Shares of Off-trade Juice: % Value 2022-2025

Table 92 - Forecast Off-trade Sales of Juice by Category: Volume 2025-2030

Table 93 - Forecast Off-trade Sales of Juice by Category: Value 2025-2030

Table 94 - Forecast Off-trade Sales of Juice by Category: % Volume Growth 2025-2030

Table 95 - Forecast Off-trade Sales of Juice by Category: % Value Growth 2025-2030

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RTD Coffee in Israel

KEY DATA FINDINGS

2025 DEVELOPMENTS

RTD coffee outpaces the other main market categories in retail volume growth terms

INDUSTRY PERFORMANCE

Pricing pressures remain particularly intense

Flavour diversification and segmentation become more visible

WHAT'S NEXT?

RTD coffee retains strong growth prospects

Producers will continue to launch healthier alternatives and more indulgent options

Cost pressures will remain elevated but price competition should intensify

COMPETITIVE LANDSCAPE

Tempo Beverages remains the outright leader but continues to lose ground

Strauss Group Ltd is the most dynamic performer

CHANNELS

Forecourt retailers remains the leading distribution channel

Discounters is the best performing channel in 2025

CATEGORY DATA

Table 96 - Off-trade Sales of RTD Coffee: Volume 2020-2025

Table 97 - Off-trade Sales of RTD Coffee: Value 2020-2025

Table 98 - Off-trade Sales of RTD Coffee: % Volume Growth 2020-2025

Table 99 - Off-trade Sales of RTD Coffee: % Value Growth 2020-2025

Table 100 - NBO Company Shares of Off-trade RTD Coffee: % Volume 2021-2025

Table 101 - LBN Brand Shares of Off-trade RTD Coffee: % Volume 2022-2025

Table 102 - NBO Company Shares of Off-trade RTD Coffee: % Value 2021-2025

Table 103 - LBN Brand Shares of Off-trade RTD Coffee: % Value 2022-2025

Table 104 - Forecast Off-trade Sales of RTD Coffee: Volume 2025-2030

Table 105 - Forecast Off-trade Sales of RTD Coffee: Value 2025-2030

Table 106 - Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2025-2030

Table 107 - Forecast Off-trade Sales of RTD Coffee: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

RTD Tea in Israel

KEY DATA FINDINGS

2025 DEVELOPMENTS

RTD tea registers improved performance in 2025

INDUSTRY PERFORMANCE

Health concerns continue to subdue demand

Regular still RTD tea is the most dynamic category in retail volume growth terms

WHAT'S NEXT?

Retail volume sales expected to decline consistently

Reduced sugar still RTD tea set to show the most resilient performance

Entry of new imported brands is likely

COMPETITIVE LANDSCAPE

Central Beverage Co strengthens its already dominant position

Jafora-Tabori launches limited-edition hybrid products

CHANNELS

Supermarkets and discounters remain the top two distribution channels

E-commerce is the fastest developing channel in volume growth terms

CATEGORY DATA

Table 108 - Off-trade Sales of RTD Tea by Category: Volume 2020-2025

Table 109 - Off-trade Sales of RTD Tea by Category: Value 2020-2025

Table 110 - Off-trade Sales of RTD Tea by Category: % Volume Growth 2020-2025

Table 111 - Off-trade Sales of RTD Tea by Category: % Value Growth 2020-2025

Table 112 - Leading Flavours for Off-trade RTD Tea: % Volume 2020-2025

Table 113 - NBO Company Shares of Off-trade RTD Tea: % Volume 2021-2025

Table 114 - LBN Brand Shares of Off-trade RTD Tea: % Volume 2022-2025

Table 115 - NBO Company Shares of Off-trade RTD Tea: % Value 2021-2025

Table 116 - LBN Brand Shares of Off-trade RTD Tea: % Value 2022-2025

Table 117 - Forecast Off-trade Sales of RTD Tea by Category: Volume 2025-2030

Table 118 - Forecast Off-trade Sales of RTD Tea by Category: Value 2025-2030

Table 119 - Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2025-2030

Table 120 - Forecast Off-trade Sales of RTD Tea by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Energy Drinks in Israel

KEY DATA FINDINGS

2025 DEVELOPMENTS

Trend towards busier lifestyles continues to drive demand

INDUSTRY PERFORMANCE

Proposed legislation would ban sale of energy drinks to minors Reduced sugar category shows the most dynamic performance

WHAT'S NEXT?

Sales set to remain buoyant despite health concerns Consumers will continue to migrate to reduced sugar products Clean label varieties likely to become more widely available

COMPETITIVE LANDSCAPE

Tempo Beverages continues to dominate energy drinks
Neopharm (Israel) 1996 Ltd posts highest growth in off-trade volume sales

CHANNELS

Discounters channel strengthens its leading position

E-commerce remains one of the fastest growing channels

CATEGORY DATA

Table 121 - Off-trade Sales of Energy Drinks: Volume 2020-2025

Table 122 - Off-trade Sales of Energy Drinks: Value 2020-2025

Table 123 - Off-trade Sales of Energy Drinks: % Volume Growth 2020-2025

Table 124 - Off-trade Sales of Energy Drinks: % Value Growth 2020-2025

Table 125 - NBO Company Shares of Off-trade Energy Drinks: % Volume 2021-2025

Table 126 - LBN Brand Shares of Off-trade Energy Drinks: % Volume 2022-2025

Table 127 - NBO Company Shares of Off-trade Energy Drinks: % Value 2021-2025

Table 128 - LBN Brand Shares of Off-trade Energy Drinks: % Value 2022-2025

Table 129 - Forecast Off-trade Sales of Energy Drinks: Volume 2025-2030

Table 130 - Forecast Off-trade Sales of Energy Drinks: Value 2025-2030

Table 131 - Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2025-2030

Table 132 - Forecast Off-trade Sales of Energy Drinks: % Value Growth 2025-2030

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Sports Drinks in Israel

KEY DATA FINDINGS

2025 DEVELOPMENTS

Retail volume growth dips but demand remains strong

INDUSTRY PERFORMANCE

Sports drinks are gradually gaining a broader appeal Regular sports drinks still the only significant category

WHAT'S NEXT?

Rising participation in sports and fitness activities will continue to boost consumption Threat from healthier alternatives likely to temper growth prospects

New entries could stimulate greater interest and price competition

COMPETITIVE LANDSCAPE

Tempo Beverages maintains dominant position Smaller players gain ground in 2025

CHANNELS

Distribution remains heavily concentrated in convenience stores Discounters is the most dynamic channel in volume growth terms

CATEGORY DATA

Table 133 - Off-trade Sales of Sports Drinks: Volume 2020-2025

Table 134 - Off-trade Sales of Sports Drinks: Value 2020-2025

Table 135 - Off-trade Sales of Sports Drinks: % Volume Growth 2020-2025

Table 136 - Off-trade Sales of Sports Drinks: % Value Growth 2020-2025

Table 137 - NBO Company Shares of Off-trade Sports Drinks: % Volume 2021-2025

Table 138 - LBN Brand Shares of Off-trade Sports Drinks: % Volume 2022-2025

Table 139 - NBO Company Shares of Off-trade Sports Drinks: % Value 2021-2025

Table 140 - LBN Brand Shares of Off-trade Sports Drinks: % Value 2022-2025

Table 141 - Forecast Off-trade Sales of Sports Drinks: Volume 2025-2030

Table 142 - Forecast Off-trade Sales of Sports Drinks: Value 2025-2030

Table 143 - Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2025-2030

Table 144 - Forecast Off-trade Sales of Sports Drinks: % Value Growth 2025-2030

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