

Coffee in Azerbaijan

November 2025

Table of Contents

Coffee in Azerbaijan - Category analysis

KEY DATA FINDINGS

2025 DEVELOPMENTS

Coffee culture expands across urban Azerbaijan

INDUSTRY PERFORMANCE

Coffee gains cultural ground

Fresh coffee leads growth

WHAT'S NEXT?

Growing coffee culture supports positive outlook

Fresh coffee to become central to urban daily routines

Instant coffee mixes to retain largest volume share, supported by affordability

COMPETITIVE LANDSCAPE

Aztrade MMC retains its leadership

Nimex MMC sees dynamic performance

CHANNELS

Small local grocers continue to play crucial role

Convenience stores gain traction

CATEGORY DATA

Table 1 - Retail Sales of Coffee by Category: Volume 2020-2025

Table 2 - Retail Sales of Coffee by Category: Value 2020-2025

Table 3 - Retail Sales of Coffee by Category: % Volume Growth 2020-2025

Table 4 - Retail Sales of Coffee by Category: % Value Growth 2020-2025

Table 5 - NBO Company Shares of Coffee: % Retail Value 2021-2025

Table 6 - LBN Brand Shares of Coffee: % Retail Value 2022-2025

Table 7 - Forecast Retail Sales of Coffee by Category: Volume 2025-2030

Table 8 - Forecast Retail Sales of Coffee by Category: Value 2025-2030

Table 9 - Forecast Retail Sales of Coffee by Category: % Volume Growth 2025-2030

Table 10 - Forecast Retail Sales of Coffee by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Hot Drinks in Azerbaijan - Industry Overview

EXECUTIVE SUMMARY

Hot drinks sees rising diversification

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Positive value growth amid rising inflation

Coffee leads growth, fuelled by rising café culture

Fruit/herbal tea gains momentum through wellness positioning and flavour innovation

Other hot drinks registers relatively weak performance

WHAT'S NEXT?

Steady value growth through rising demand and diversification

Coffee to lead hot drinks growth on back of premiumisation trends

Competitive landscape will remain stable

COMPETITIVE LANDSCAPE

Sun-Tea Azerbaijan maintains leadership

Coffee players gain traction

Fruit/herbal tea players expand from small base

CHANNELS

Small local grocers leads distribution despite competition from supermarkets

Convenience store channel gains momentum

Foodservice vs retail split

MARKET DATA

- Table 11 Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2020-2025
- Table 12 Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2020-2025
- Table 13 Retail Sales of Hot Drinks by Category: Volume 2020-2025
- Table 14 Retail Sales of Hot Drinks by Category: Value 2020-2025
- Table 15 Retail Sales of Hot Drinks by Category: % Volume Growth 2020-2025
- Table 16 Retail Sales of Hot Drinks by Category: % Value Growth 2020-2025
- Table 17 Foodservice Sales of Hot Drinks by Category: Volume 2020-2025
- Table 18 Foodservice Sales of Hot Drinks by Category: % Volume Growth 2020-2025
- Table 19 Total Sales of Hot Drinks by Category: Total Volume 2020-2025
- Table 20 Total Sales of Hot Drinks by Category: % Total Volume Growth 2020-2025
- Table 21 NBO Company Shares of Hot Drinks: % Retail Value 2021-2025
- Table 22 LBN Brand Shares of Hot Drinks: % Retail Value 2022-2025
- Table 23 Penetration of Private Label in Hot Drinks by Category: % Retail Value 2020-2025
- Table 24 Retail Distribution of Hot Drinks by Format: % Volume 2020-2025
- Table 25 Retail Distribution of Hot Drinks by Format and Category: % Volume 2025
- Table 26 Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2025-2030
- Table 27 Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2025-2030
- Table 28 Forecast Retail Sales of Hot Drinks by Category: Volume 2025-2030
- Table 29 Forecast Retail Sales of Hot Drinks by Category: Value 2025-2030
- Table 30 Forecast Retail Sales of Hot Drinks by Category: % Volume Growth 2025-2030
- Table 31 Forecast Retail Sales of Hot Drinks by Category: % Value Growth 2025-2030
- Table 32 Forecast Foodservice Sales of Hot Drinks by Category: Volume 2025-2030
- Table 33 Forecast Foodservice Sales of Hot Drinks by Category: % Volume Growth 2025-2030
- Table 34 Forecast Total Sales of Hot Drinks by Category: Total Volume 2025-2030
- Table 35 Forecast Total Sales of Hot Drinks by Category: % Total Volume Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

SOURCES

Summary 1 - Research Sources

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- Strategy Briefings: Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- . Company Profiles: Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus

- of operations, their competitors, their geographic presence and performance.
- Country Reports: For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/coffee-in-azerbaijan/report.