

Other Hot Drinks in Estonia

December 2025

Table of Contents

Other Hot Drinks in Estonia - Category analysis

KEY DATA FINDINGS

2025 DEVELOPMENTS

Other hot drinks remains niche amid economic and health pressures

INDUSTRY PERFORMANCE

Other hot drinks are a low priority amid economic pressures

Plant-based hot drinks remain niche, despite rapid growth

WHAT'S NEXT?

Stagnant outlook for other hot drinks

Hot chocolate will continue to face cultural barriers but healthier variants could drive growth

Other hot drinks will remain largely neglected by manufacturers

COMPETITIVE LANDSCAPE

Nestlé retains its lead

AbeStock sees rapid growth from low base

CHANNELS

Supermarkets and hypermarkets remain key channels

Discounters is most dynamic channel

CATEGORY DATA

Table 1 - Retail Sales of Other Hot Drinks by Category: Volume 2020-2025

Table 2 - Retail Sales of Other Hot Drinks by Category: Value 2020-2025

Table 3 - Retail Sales of Other Hot Drinks by Category: % Volume Growth 2020-2025

Table 4 - Retail Sales of Other Hot Drinks by Category: % Value Growth 2020-2025

Table 5 - NBO Company Shares of Other Hot Drinks: % Retail Value 2021-2025

Table 6 - LBN Brand Shares of Other Hot Drinks: % Retail Value 2022-2025

Table 7 - Forecast Retail Sales of Other Hot Drinks by Category: Volume 2025-2030

Table 8 - Forecast Retail Sales of Other Hot Drinks by Category: Value 2025-2030

Table 9 - Forecast Retail Sales of Other Hot Drinks by Category: % Volume Growth 2025-2030

Table 10 - Forecast Retail Sales of Other Hot Drinks by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Hot Drinks in Estonia - Industry Overview

EXECUTIVE SUMMARY

Inflation drives value growth amid declining demand

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Inflationary pressures drive value growth amid declining demand

Sharp increases in global coffee prices hinder consumption

Fruit/herbal tea remains significant

WHAT'S NEXT?

Hot drinks set to rebound amid economic recovery

Growing demand for indulgent coffee experiences

Tea and other hot drinks will remain niche categories

COMPETITIVE LANDSCAPE

Paulig leads hot drinks sales Starbucks expands from low base

CHANNELS

Supermarkets and hypermarkets lead sales

Lidl drives growth of discounters

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 focusing 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/other-hot-drinks-in-estonia/report.