

Hot Drinks in Austria

November 2025

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EXECUTIVE SUMMARY

Sales of hot drinks grow in 2025 despite continuing price pressure

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Hot drinks benefits from new innovations in 2025 but rising prices present a challenge Health and sustainability concerns having a growing influence on the market Online trends starting life in foodservice before moving into the retail space

WHAT'S NEXT?

Delivering health and wellness benefits could be key in an increasingly mature market Value for money will be the key consideration for consumers

Competitive landscape unlikely to see significant changes

COMPETITIVE LANDSCAPE

Consumers remain loyal to trusted brands giving Nestlé the edge JJ Darboven finding success with well-run family business

CHANNELS

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INDUSTRY PERFORMANCE

Consumers remain unwilling to compromise on taste and quality when it comes to coffee Focus on quality pushes consumers towards fresh coffee beans

WHAT'S NEXT?

Players set to focus on adding value as the market becomes more saturated

New technology set to have wide reaching implications for coffee

Functional and sustainable products present future opportunities for development

COMPETITIVE LANDSCAPE

Nestlé retains the lead with popular and well-established brands

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Healthier tea options see the most dynamic growth

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COMPETITIVE LANDSCAPE

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2025 DEVELOPMENTS

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INDUSTRY PERFORMANCE

Rising cost of cocoa limits volume growth

Added-value offerings help deliver strong growth for chocolate-based flavoured powder drinks

WHAT'S NEXT?

Players will need to ensure fairtrade practices to justify higher prices

Innovation set to focus on improved harvests and functional products

Fairtrade and sustainable practices will gain greater relevance

COMPETITIVE LANDSCAPE

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