

Concentrates in Argentina

November 2025

Table of Contents

Concentrates in Argentina - Category analysis

KEY DATA FINDINGS

2025 DEVELOPMENTS

Navigating economic shifts, value demand, and retail evolution

INDUSTRY PERFORMANCE

Ongoing declines for concentrates driven by mature powder format Liquid concentrates benefits as consumers trade down from other soft drinks

WHAT'S NEXT?

Rebound for concentrates as pricing starts to stabilise

Private label set to strengthen position due to modern retail expansion

Innovation in flavours and with health benefits offers growth opportunities

COMPETITIVE LANDSCAPE

Mondelez retains lead of fairly fragmented landscape

Cepas Argentinas gains ground via its liquid concentrates portfolio

CHANNELS

Small local grocers continues to lose ground to expanding modern channels Competitive pricing and advertising campaigns support supermarkets Concentrates Conversions

Summary 1 - Concentrates Conversion Factors for Ready-to-Drink (RTD) Format

CATEGORY DATA

- Table 1 Off-trade Sales of Concentrates (RTD) by Category: Volume 2020-2025
- Table 2 Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2020-2025
- Table 3 Off-trade Sales of Concentrates by Category: Value 2020-2025
- Table 4 Off-trade Sales of Concentrates by Category: % Value Growth 2020-2025
- Table 5 LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2022-2025
- Table 6 NBO Company Shares of Off-trade Concentrates: % Value 2021-2025
- Table 7 LBN Brand Shares of Off-trade Concentrates: % Value 2022-2025
- Table 8 NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2021-2025
- Table 9 LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2022-2025
- Table 10 NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2021-2025
- Table 11 LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2022-2025
- Table 12 Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2025-2030
- Table 13 Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2025-2030
- Table 14 Forecast Off-trade Sales of Concentrates by Category: Value 2025-2030
- Table 15 Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Soft Drinks in Argentina - Industry Overview

EXECUTIVE SUMMARY

Navigating economic recovery, health trends, and evolving retail dynamics

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Partial rebound for soft drinks amidst ongoing challenges 2025 characterised by price-sensitivity and rising health trends

WHAT'S NEXT?

Positive outlook as improving local economy drives consumers' purchasing decisions

Healthier lifestyles to influence new product development

Climate change to remain an influential factor in availability of ingredients

COMPETITIVE LANDSCAPE

Coca-Cola Argentina SA retains convincing leadership of soft drinks

Local player pursues aggressive expansion plan

CHANNELS

Small local grocers loses ground despite benefiting from close proximity to neighbourhoods

E-commerce continues to make gains with convenience of home delivery

Foodservice vs retail split

MARKET DATA

- Table 16 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2020-2025
- Table 17 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2020-2025
- Table 18 Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2020-2025
- Table 19 Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2020-2025
- Table 20 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2025
- Table 21 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2025
- Table 22 Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2025
- Table 23 Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2025
- Table 24 Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2020-2025
- Table 25 Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2020-2025
- Table 26 Off-trade Sales of Soft Drinks by Category: Value 2020-2025
- Table 27 Off-trade Sales of Soft Drinks by Category: % Value Growth 2020-2025
- Table 28 Sales of Soft Drinks by Total Fountain On-trade: Volume 2020-2025
- Table 29 Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2020-2025
- Table 30 NBO Company Shares of Total Soft Drinks (RTD): % Volume 2021-2025
- Table 31 LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2022-2025
- Table 32 NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2021-2025
- Table 33 LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2022-2025
- Table 34 NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2025
- Table 35 LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2022-2025
- Table 36 NBO Company Shares of Off-trade Soft Drinks: % Value 2021-2025
- Table 37 LBN Brand Shares of Off-trade Soft Drinks: % Value 2022-2025
- Table 38 Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2020-2025
- Table 39 Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2020-2025
- Table 40 Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2020-2025
- Table 41 Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2025
- Table 42 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2025-2030
- Table 43 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2025-2030
- Table 44 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2025-2030
- Table 45 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2025-2030
- Table 46 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2025-2030
- Table 47 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2025-2030
- Table 48 Forecast Off-trade Sales of Soft Drinks by Category: Value 2025-2030
- Table 49 Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2025-2030
- Table 50 Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2025-2030
- Table 51 Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2025-2030

APPENDIX

Fountain sales in Argentina

COUNTRY REPORTS DISCLAIMER

SOURCES

Summary 2 - 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/concentrates-in-argentina/report.