

# Juice in Azerbaijan

November 2025

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# Juice in Azerbaijan - Category analysis

#### **KEY DATA FINDINGS**

#### 2025 DEVELOPMENTS

Juice drinks drive modest growth amid price sensitivity

## INDUSTRY PERFORMANCE

Juice sales see modest gains amid price pressures

Juice drinks benefits from affordability and alignment with local taste preferences

#### WHAT'S NEXT?

Slow growth in context of continued consumer price sensitivity

Flavour innovation will drive momentum in juice drinks

Demand for 100% juice will be constrained by preference for fresh fruit

#### COMPETITIVE LANDSCAPE

Mars retains its lead

Cappy brand makes further gains

#### **CHANNELS**

Small local grocers remain key in rural areas

Shift towards modern retail channels

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# Soft Drinks in Azerbaijan - Industry Overview

# EXECUTIVE SUMMARY

Flavour innovation and lifestyle trends fuel steady expansion

# KEY DATA FINDINGS

# INDUSTRY PERFORMANCE

Steady growth despite rising price sensitivity

RTD tea leads volume growth

Flavour exploration drives momentum

# WHAT'S NEXT

Affordability and shifting lifestyle trends will support ongoing expansion

Product innovation will be key growth driver

Traditional preferences will limit growth of niche offerings

#### COMPETITIVE LANDSCAPE

Baku Coca-Cola Bottlers leads sales A+Co MMC is most dynamic performer Local players gain traction

#### **CHANNELS**

Small local grocers leads distribution
Convenience stores lead growth
E-commerce sees continued expansion
Foodservice vs retail split

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