

Soft Drinks in Italy

December 2025

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Soft Drinks in Italy

EXECUTIVE SUMMARY

Soft drinks sees modest growth amidst health trends, channel shifts, and price rises

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Mixed fortunes, with health trends and competition reshaping soft drinks

Demand for reduced sugar products surges despite sugar tax postponement

Functionality and wellness drive innovation in soft drinks, reshaping the dynamics

WHAT NEXT?

Energy drinks and functional bottled water to drive modest growth

Italian sugar tax set to reshape soft drinks, driving a shift to reduced sugar options

Functionality and premiumisation set to dominate soft drinks trends

COMPETITIVE LANDSCAPE

San Benedetto leads in volume terms, while Coca-Cola leads value sales waterdrop revitalises powder concentrates with dynamic innovation and health focus

CHANNELS

Supermarkets retains its lead in soft drinks through promotions and product range Busy lifestyles fuel rapid growth in vending and retail e-commerce in soft drinks "Poveritivo" and price sensitivity: On-trade adapts to challenging economic climate

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COMPETITIVE LANDSCAPE

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WHAT'S NEXT?

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INDUSTRY PERFORMANCE

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Sales of reduced sugar variants surge, but regular energy drinks remains dominant

WHAT'S NEXT?

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Healthier alternatives like functional bottled water set to challenge energy drinks

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