

# Energy Drinks in Hong Kong, China

November 2025

**Table of Contents** 

## Energy Drinks in Hong Kong, China - Category analysis

#### **KEY DATA FINDINGS**

#### 2025 DEVELOPMENTS

Brands driving growth

### INDUSTRY PERFORMANCE

Flavour innovations help to drive sales Customising consumption occasions

## WHAT'S NEXT?

Evolving consumer preferences and strategies

Targeting distinct consumption occasions

Monster Energy thrives on unique flavours and innovation

#### COMPETITIVE LANDSCAPE

Red Bull continues to dominate energy drinks

Red Bull maintains focus on innovation and adaptation

#### **CHANNELS**

Convenience stores lead sales with strategic promotions and impulse buys

Supermarkets and convenience stores provide complementary services

#### **CATEGORY DATA**

Table 1 - Off-trade Sales of Energy Drinks: Volume 2020-2025

Table 2 - Off-trade Sales of Energy Drinks: Value 2020-2025

Table 3 - Off-trade Sales of Energy Drinks: % Volume Growth 2020-2025

Table 4 - Off-trade Sales of Energy Drinks: % Value Growth 2020-2025

Table 5 - NBO Company Shares of Off-trade Energy Drinks: % Volume 2021-2025

Table 6 - LBN Brand Shares of Off-trade Energy Drinks: % Volume 2022-2025

Table 7 - NBO Company Shares of Off-trade Energy Drinks: % Value 2021-2025

Table 8 - LBN Brand Shares of Off-trade Energy Drinks: % Value 2022-2025

Table 9 - Forecast Off-trade Sales of Energy Drinks: Volume 2025-2030

Table 10 - Forecast Off-trade Sales of Energy Drinks: Value 2025-2030

Table 11 - Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2025-2030

Table 12 - Forecast Off-trade Sales of Energy Drinks: % Value Growth 2025-2030

### COUNTRY REPORTS DISCLAIMER

## Soft Drinks in Hong Kong, China - Industry Overview

## **EXECUTIVE SUMMARY**

Demand shaped by health and convenience

# KEY DATA FINDINGS

## INDUSTRY PERFORMANCE

Health and wellness exerts an influence across categories

Rising health consciousness and changing lifestyles

#### WHAT'S NEXT?

Innovation and diversification helping to drive sales

Promotional activities and widespread distribution supporting growth

Leading companies well-placed to tap into market potential

#### COMPETITIVE LANDSCAPE

Swire Coca-Cola Hong Kong leads soft drinks

Vitasoy blends tradition with modern innovation

#### **CHANNELS**

Supermarkets remains dominant

Convenience stores expanding rapidly in soft drinks

Foodservice vs retail split

#### MARKET DATA

- Table 13 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2020-2025
- Table 14 Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2020-2025
- Table 15 Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2020-2025
- Table 16 Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2020-2025
- Table 17 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2025
- Table 18 Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2025
- Table 19 Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2025
- Table 20 Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2025
- Table 21 Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2020-2025
- Table 22 Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2020-2025
- Table 23 Off-trade Sales of Soft Drinks by Category: Value 2020-2025
- Table 24 Off-trade Sales of Soft Drinks by Category: % Value Growth 2020-2025
- Table 25 Sales of Soft Drinks by Total Fountain On-trade: Volume 2020-2025
- Table 26 Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2020-2025
- Table 27 NBO Company Shares of Total Soft Drinks (RTD): % Volume 2021-2025
- Table 28 LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2022-2025
- Table 29 NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2021-2025
- Table 30 LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2022-2025
- Table 31 NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2025
- Table 32 LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2022-2025
- Table 33 NBO Company Shares of Off-trade Soft Drinks: % Value 2021-2025
- Table 34 LBN Brand Shares of Off-trade Soft Drinks: % Value 2022-2025
- Table 35 Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2020-2025
- Table 36 Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2020-2025
- Table 37 Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2020-2025
- Table 38 Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2025
- Table 39 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2025-2030
- Table 40 Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2025-2030
- Table 41 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2025-2030
- Table 42 Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2025-2030
- Table 43 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2025-2030
- Table 44 Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2025-2030
- Table 45 Forecast Off-trade Sales of Soft Drinks by Category: Value 2025-2030
- Table 46 Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2025-2030
- Table 47 Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2025-2030
- Table 48 Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2025-2030

# **APPENDIX**

Fountain sales in Hong Kong, China

## COUNTRY REPORTS DISCLAIMER

## **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/energy-drinks-in-hong-kong-china/report.