



Soft Drinks in Sri Lanka

March 2026

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EXECUTIVE SUMMARY

Retail volume sales of soft drinks increase in 2025

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Foodservice offers consumers drinks that cannot easily be replicated at home

Demand for affordability stimulates industry players into altering their packaging and fortification strategies

Industry players introduce digital-first launches, limited editions and cultural ties ins

WHAT'S NEXT?

Retail volume sales of soft drinks rise over the forecast period

Industry players focus on innovation and premium positioning

Continued dispersal of distribution over the forecast period

COMPETITIVE LANDSCAPE

Coca-Cola Beverages Sri Lanka Ltd retains the lead in 2025

In addition to its retention of market lead, Coca-Cola Beverages Sri Lanka Ltd also registers the fastest growth

CHANNELS

Small local grocers retains the outright lead for soft drinks in Sri Lanka

Strong growth of modern grocers, which is also boosting sales through retail e-commerce

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COUNTRY REPORTS DISCLAIMER

CARBONATES

Key Data Findings

2025 Developments

Retail volume sales of carbonates increase in 2025

Industry Performance

Carbonates remains the most popular category in soft drinks

Non-cola carbonates increasingly aligns with local taste preferences

What's Next?

Ongoing if slower growth of carbonates sales over the forecast period

Technology, investments and digital transformation have a dramatic impact on carbonates sales

Growing influence of health and sustainability concerns over the forecast period

Competitive Landscape

Coca-Cola Beverages Sri Lanka Ltd leads in carbonates ahead of Ceylon Cold Stores Plc

Strong growth of Ceylon Cold Stores thanks to the enduring popularity of its Ceylon Elephant House brand

Channels

Ongoing domination of small local grocers, despite ongoing encroachment of modern grocers

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Industry Performance

Juice drinks (up to 24%) juice suffers from unhealthy perceptions

100% juice suffers from high price points, while industry players in juice focus on flavour innovation using traditional Sri Lankan fruits

What's Next?

Forecast period growth of juice with reasons for growth varying across categories

The evolution of juice is more heavily influenced by digital platforms

Health and wellbeing trend increasingly shapes juice consumption as does environmental awareness

Competitive Landscape

Cargills (Ceylon) Plc remains the leading player and also the fastest growing in 2025 with its Kist brand

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Key Data Findings

2025 Developments

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Industry Performance

Demand for bottled water driven by convenience and safety concerns over tap water

Low popularity of still natural mineral bottled water due to high unit prices

What's Next?

Retail volume sales of bottled water rise over the forecast period

Technological developments change how bottled water is produced and distributed in Sri Lanka

Bottled water consumption becomes more significant due to sustainability and health concerns

Competitive Landscape

Coca-Cola Beverages Sri Lanka Ltd leads with the Kindley brand

Varun Beverages Lanka (Pvt) Ltd (PepsiCo) experiences the strongest growth in 2025

Channels

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Key Data Findings

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Industry Performance

The popularity of cricket and the health trend boost demand for sports drinks, while high unit prices remain a hindrance to category development

New formulations all gain popularity despite a lack of advertising and promotional activity

What's Next?

Retail volume sales of sports drinks rise over the forecast period

Innovation in production technology and packaging increases consumer awareness

Consumers seek product benefits such as energy, recuperation and hydration

Competitive Landscape

NDurance (Pvt) Ltd remains the outright leading player, present with its Yeti brand

Global players invest in wellness-led branding

Channels

Small local grocers dominates sports drinks thanks to their convenient locations

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Key Data Findings

2025 Developments

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Industry Performance

Reduced sugar energy drinks attract health conscious people in need of an energy boost

Affordability issues continue to constrain sales of energy drinks

What's Next?

Retail volume sales of energy drinks rise over the forecast period

Technology impacts marketing and new product development

Sustainability and wellness influence the direction of growth of energy drinks

Competitive Landscape

Energy drinks is split between Red Bull GmbH and "others"

"Others" registers the strongest growth in 2025

Channels

Small local grocers retains its domination of energy drinks in 2025

Modern grocers achieves the strongest growth in energy drinks

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Key Data Findings

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Industry Performance

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Many consumers continue to consider concentrates for special occasions

What's Next?

Retail volume sales of concentrates fall over the forecast period

Digital campaigns influence the development of concentrates

Brands face pressure from the health and wellness trend

Competitive Landscape

Domestic company C W Mackie Plc leads with its Sunquick brand

Positive, if low, growth for second-ranked Lanka Canned Foods Ltd and its MD brand

Channels

Small local grocers retains an outright lead in sales of concentrates

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