

Hot Drinks in Bosnia and Herzegovina

December 2025

Table of Contents

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EXECUTIVE SUMMARY

Demographic trends continue to constrain growth potential

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Rising prices force consumers to trade down

Health and wellness and convenience trends influence purchasing decisions

Foodservice for drinks that cannot be easily prepared at home

WHAT'S NEXT?

Impact of maturity and declining population

Competitive landscape to remain stable, with niche categories attracting new entrants

Retail e-commerce to remain the fastest growing distribution channel

COMPETITIVE LANDSCAPE

Atlantic Grand leads with a strong brand portfolio

Mondelez International benefits from the strong performance of Milka Choco Drink

CHANNELS

Supermarkets strengthen their leadership in hot drinks distribution

Retail e-commerce sees dynamic growth, while vending remains limited

Foodservice vs retail split

MARKET DATA

- Table 1 Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2020-2025
- Table 2 Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2020-2025
- Table 3 Retail Sales of Hot Drinks by Category: Volume 2020-2025
- Table 4 Retail Sales of Hot Drinks by Category: Value 2020-2025
- Table 5 Retail Sales of Hot Drinks by Category: % Volume Growth 2020-2025
- Table 6 Retail Sales of Hot Drinks by Category: % Value Growth 2020-2025
- Table 7 Foodservice Sales of Hot Drinks by Category: Volume 2020-2025
- Table 8 Foodservice Sales of Hot Drinks by Category: % Volume Growth 2020-2025
- Table 9 Total Sales of Hot Drinks by Category: Total Volume 2020-2025
- Table 10 Total Sales of Hot Drinks by Category: % Total Volume Growth 2020-2025
- Table 11 NBO Company Shares of Hot Drinks: % Retail Value 2021-2025
- Table 12 LBN Brand Shares of Hot Drinks: % Retail Value 2022-2025
- Table 13 Penetration of Private Label in Hot Drinks by Category: % Retail Value 2020-2025
- Table 14 Retail Distribution of Hot Drinks by Format: % Volume 2020-2025
- Table 15 Retail Distribution of Hot Drinks by Format and Category: % Volume 2025
- Table 16 Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2025-2030
- Table 17 Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2025-2030
- Table 18 Forecast Retail Sales of Hot Drinks by Category: Volume 2025-2030
- Table 19 Forecast Retail Sales of Hot Drinks by Category: Value 2025-2030
- Table 20 Forecast Retail Sales of Hot Drinks by Category: % Volume Growth 2025-2030
- Table 21 Forecast Retail Sales of Hot Drinks by Category: % Value Growth 2025-2030
- Table 22 Forecast Foodservice Sales of Hot Drinks by Category: Volume 2025-2030
- Table 23 Forecast Foodservice Sales of Hot Drinks by Category: % Volume Growth 2025-2030
- Table 24 Forecast Total Sales of Hot Drinks by Category: Total Volume 2025-2030
- Table 25 Forecast Total Sales of Hot Drinks by Category: % Total Volume Growth 2025-2030

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SOURCES

Summary 1 - Research Sources

Coffee in Bosnia and Herzegovina

KEY DATA FINDINGS

2025 DEVELOPMENTS

Premiumisation helps sustain solid growth

INDUSTRY PERFORMANCE

Coffee continues to demonstrate resilience

Convenience and high-quality brands drive robust growth of instant coffee

WHAT'S NEXT?

Younger consumers help stabilise the hot drinks consumer base

Renowned brands expand into coffee beans

New waste management regulations impact the coffee market

COMPETITIVE LANDSCAPE

Atlantic Grand remains the undisputed leader

Nestlé emerges as the most dynamic player

CHANNELS

Modern grocery retailers strengthen their position

Retail e-commerce sees dynamic growth

CATEGORY DATA

Table 26 - Retail Sales of Coffee by Category: Volume 2020-2025

Table 27 - Retail Sales of Coffee by Category: Value 2020-2025

Table 28 - Retail Sales of Coffee by Category: % Volume Growth 2020-2025

Table 29 - Retail Sales of Coffee by Category: % Value Growth 2020-2025

Table 30 - NBO Company Shares of Coffee: % Retail Value 2021-2025

Table 31 - LBN Brand Shares of Coffee: % Retail Value 2022-2025

Table 32 - Forecast Retail Sales of Coffee by Category: Volume 2025-2030

Table 33 - Forecast Retail Sales of Coffee by Category: Value 2025-2030

Table 34 - Forecast Retail Sales of Coffee by Category: % Volume Growth 2025-2030

Table 35 - Forecast Retail Sales of Coffee by Category: % Value Growth 2025-2030

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Tea in Bosnia and Herzegovina

KEY DATA FINDINGS

2025 DEVELOPMENTS

Stable demand

INDUSTRY PERFORMANCE

Tea's steady presence in a coffee-dominated culture Black tea remains the cornerstone of local tea culture

WHAT'S NEXT?

Demographic challenge remains an obstacle

Cajana Tea Lab: a new concept

EU support to ensure quality and hygiene standards are met

COMPETITIVE LANDSCAPE

Plantago's natural teas are highly regarded

Jan Spider's dynamic growth driven by the strong performance of Naturavita

CHANNELS

Convenient small local grocers lead tea sales

Dynamic vending, albeit from a very low base

CATEGORY DATA

Table 36 - Retail Sales of Tea by Category: Volume 2020-2025

Table 37 - Retail Sales of Tea by Category: Value 2020-2025

Table 38 - Retail Sales of Tea by Category: % Volume Growth 2020-2025

Table 39 - Retail Sales of Tea by Category: % Value Growth 2020-2025

Table 40 - NBO Company Shares of Tea: % Retail Value 2021-2025

Table 41 - LBN Brand Shares of Tea: % Retail Value 2022-2025

Table 42 - Forecast Retail Sales of Tea by Category: Volume 2025-2030

Table 43 - Forecast Retail Sales of Tea by Category: Value 2025-2030

Table 44 - Forecast Retail Sales of Tea by Category: % Volume Growth 2025-2030

Table 45 - Forecast Retail Sales of Tea by Category: % Value Growth 2025-2030

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Other Hot Drinks in Bosnia and Herzegovina

KEY DATA FINDINGS

2025 DEVELOPMENTS

Solid consumer demand and innovation support sales in 2025

INDUSTRY PERFORMANCE

Growth despite demographic challenges

Emergence of pods and capsules as a transformative trend

WHAT'S NEXT?

Demographic trends constrain future growth potential

Innovation to focus on healthier options and new flavours

Impact of new regulations

COMPETITIVE LANDSCAPE

Nestlé leads with its renowned and trusted Nesquik brand

CHANNELS

Accessible small local grocers account for most sales

Omnichannel approach enables major retailers to reach a wider consumer base

CATEGORY DATA

Table 46 - Retail Sales of Other Hot Drinks by Category: Volume 2020-2025

Table 47 - Retail Sales of Other Hot Drinks by Category: Value 2020-2025

Table 48 - Retail Sales of Other Hot Drinks by Category: % Volume Growth 2020-2025

Table 49 - Retail Sales of Other Hot Drinks by Category: % Value Growth 2020-2025

Table 50 - NBO Company Shares of Other Hot Drinks: % Retail Value 2021-2025

Table 51 - LBN Brand Shares of Other Hot Drinks: % Retail Value 2022-2025

Table 52 - Forecast Retail Sales of Other Hot Drinks by Category: Volume 2025-2030

Table 53 - Forecast Retail Sales of Other Hot Drinks by Category: Value 2025-2030

Table 54 - Forecast Retail Sales of Other Hot Drinks by Category: % Volume Growth 2025-2030

Table 55 - Forecast Retail Sales of Other Hot Drinks by Category: % Value Growth 2025-2030

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