



Hot Drinks in Oman

March 2026

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EXECUTIVE SUMMARY

Moderate growth of hot drinks in 2025 with tea achieving the highest growth

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INDUSTRY PERFORMANCE

An easing of inflation relative to earlier years of the review period and a slowdown in unit price rises boost consumption of hot drinks

Coffee premiumisation stalls amid high commodity costs and consumer price sensitivity

Health trends pressure other hot drinks as parents become increasingly nutritionally aware

WHAT'S NEXT?

Despite growing adoption of pod machines, demand for on-trade coffee has the potential to erode off-trade sales

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Cooperative societies emerge and expand over the forecast period

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Nestlé Middle East FZE tops hot drinks in 2025, driven by Nescafé and Nespresso

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Industry performance

The coffee culture continues to thrive in Oman

Wide availability of coffee brands, especially in instant coffee

What's next?

Retail value sales of coffee grow steadily over the forecast period

Coffee pod machine adoption boosts growth in fresh ground coffee pods

Elevated commodity prices threaten coffee premiumisation over the forecast period

Competitive landscape

Nestlé leads with its Nescafé and Nespresso brands

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Tea bags black records a strong increase in popularity

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Innovation and cultural trends spur growth of tea in Oman

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Lipton Teas & Infusions Gulf FZE leads the category, harnessing the global renown of its Lipton brand

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Industry performance

Chocolate-based flavoured powder drinks achieves dynamism in 2025

Teenagers, young adults and older consumers comprise the main consumer groups for other hot drinks

What's next?

Retail value sales of other hot drinks rise over the forecast period

Health awareness stimulates the development and launch of healthier variants

Some consolidation in other hot drinks over the forecast period

Competitive landscape

Nestlé Middle East FZE is the leading company in other hot drinks at the end of the review period

Mondelez Eastern Europe, Middle East & Africa FZE

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