

# The Future of On-Trade Alcoholic Drinks

March 2025

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#### **EXECUTIVE SUMMARY**

Why read this report? Key findings

#### INTRODUCTION

Converging challenges weigh heavily on the on-trade A cautious spending mindset is here to stay

On-trade alcohol is highly exposed to economising efforts

The channel balance is tilted towards retail

ASSESSING THE CHALLENGES

Category variations reveal the complexity of the global landscape

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Staying home the new going out? Bar/pub numbers plummet amid socialising shifts

Nightclubs battle for survival at the intersection of adverse trends

The difficulties, although substantial, do not overshadow the on-trade's importance

With no let-up in pricing pressures, the on-trade must find ways to add value

#### ADAPTATION STRATEGIES AND ADDING VALUE

Living in the moment: Immersive experiences are a compelling reason to spend

Knowing the audience: Many experiential strategies favour loyalty above reach

The perfect pour? Guinness elevates on-trade as part of a comprehensive approach

Jägermeister's "Save The Night": Backing the on-trade benefits from an authentic voice

The on-trade offers fertile ground for RTDs

Right place and right time: Maximising the space available

### KEY DEMAND THEMES: PEOPLE, PLACE AND PURPOSE

The hype around hyper-local: Sustainability and beyond

It's who you know: Expert-led interactions shape perceptions

The on-trade has yet to fully tap into the no/low alcohol opportunity

Moderation without compromise

Enhancing the drinking experience in the digital age

Treading the line between tech frontiers and digital fatigue

#### CONCLUSION

Recommendations/opportunities for growth

The evolution of on-trade alcoholic drinks

Questions we are asking

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