

Soft Drinks performance

w.e. 10.08.24

Key headlines

1

Consumer confidence continue its recovery in July, increasing by 1 point vs June. The positive view on personal finances is encouraging. The uptick in the major purchase index is potentially good news for retailers that could translate into improved footfall in the months to come. However, July's consumer confidence poll still suggests a note of caution as people wait to see exactly how the UK's new government will affect the wider economy and their personal finances ⁽¹⁾.

2

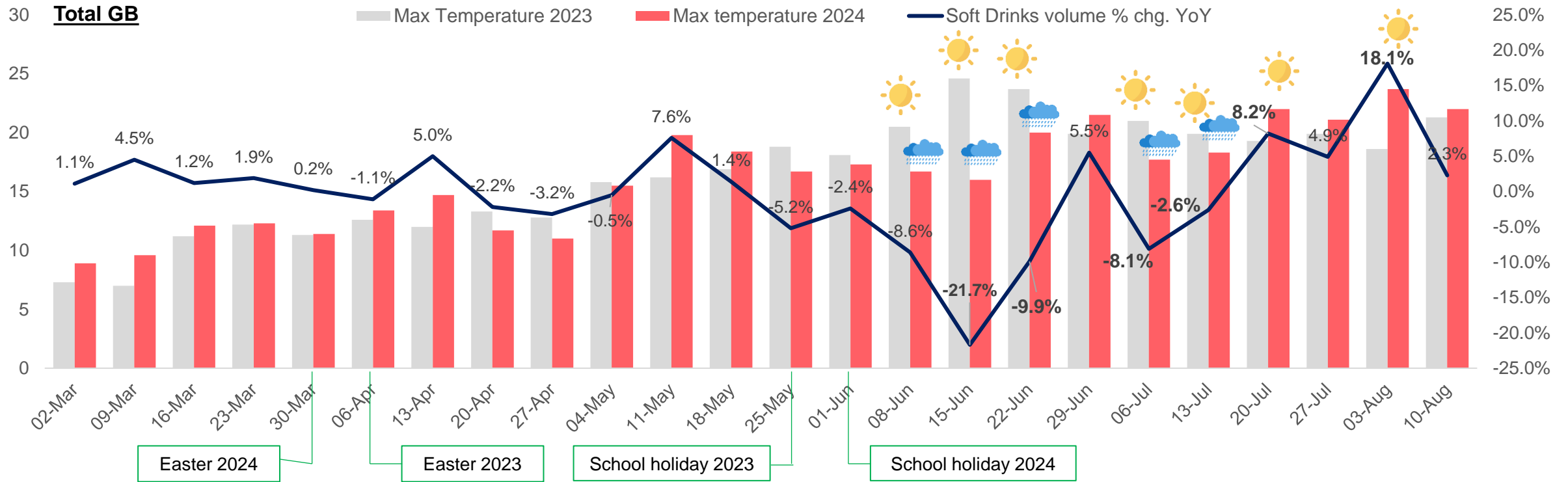
End of May and beginning of June experience cooler temperatures vs YA negatively impacting Soft Drinks sales. In the latest 7 weeks ending 6th July, the weather had a nearly -7% impact on soft drinks volume sales performance with the week ending 15th June experiencing the biggest decline (weather impact -22%). **Weather impact** softens in July and beginning of August with higher temperatures vs same period YA, positively impacting Soft Drinks sales ⁽²⁾

3

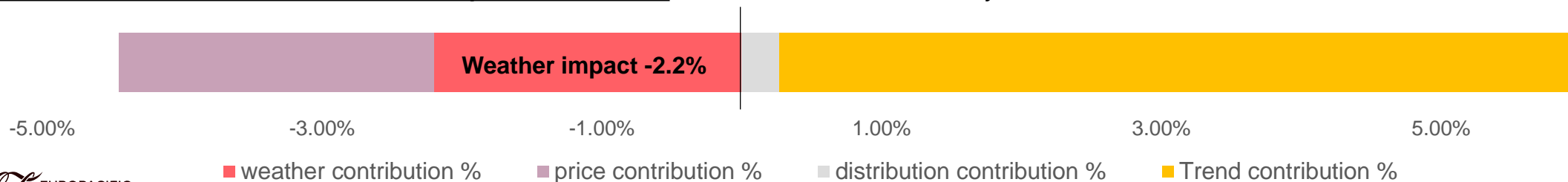
Soft Drinks saw a steep decline across all channels in the latest 8 weeks to 10.08.24 in both value and volume sales, driven by an overlap to hotter weather a year ago from the end of May to mid-July. In the latest 4 weeks, with an improvement of the weather, Soft Drinks returned to value positive performance across all channel. **In Foodservice** June performance continue to be slightly negative driven by Food on The Go losses YoY in both value and volume sales.

Weather impact

End of May and beginning of June experience cooler temperatures vs YA negatively impacting Soft Drinks sales. In the latest 7 weeks ending 6th July, the weather had a nearly -7% impact on soft drinks volume sales performance with the week ending 15th June experiencing the biggest decline (weather impact -22%). Weather impact softens in July and beginning of August with higher temperatures vs same period YA, positively impacting Soft Drinks sales



% contribution to Total GB Soft Drinks volume performance YoY – latest 12 weeks w.e. 13th July 2024



Soft Drinks Performance Retail channel - YTD & L4wks

Soft Drinks saw a steep decline across all channels in the latest 8 weeks to 10.08.24 in both value and volume sales, driven by an overlap to hotter weather a year ago from the end of May to mid-July. In the latest 4 weeks, with an improvement of the weather, Soft Drinks returned to value positive performance across all channel.

TOTAL GB ⁽¹⁾ Retail



GROCERY MULTS



GROCERY CONVENIENCE



INDEPENDENTS & SYMBOLS



FUEL



+4.4%

+6.1%

+5.9%

+2.1%

-11.4%

+1.3%

+0.9%

+2.0%

-2.0%

-16.4%

+14.7%

+15.2%

+13.5%

+11.6%

+0.9%

+11.1%

+11.2%

+14.1%

+10.4%

-1.5%

YTD 2024

Value £
% chg.
vs YA

Vol (L)%
chg. vs
YA

L4 wks

Value £
% chg.
vs YA

Vol (L)%
chg. vs
YA

Soft Drinks Performance Foodservice channel

April soft drinks value sales turned positive for Foodservice, however it was a short period of time before performance slipped back in May. June performance continue to be slightly negative driven by Food on The Go losses YoY in both value and volume sales. On Premise is the main driver of positive performance for value sales, however volumes continue to decline YoY

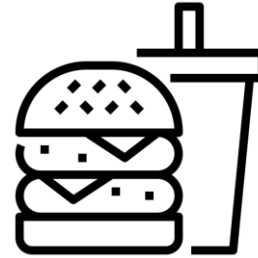
FOOD SERVICE⁽¹⁾



FOOD ON THE GO



FAST FOOD



SANDWICH AND COFFEE



ON PREMISE



YTD

Value £
% chg.
vs YA

-0.4%

-2.1%

-3.4%

+1.4%

+1.0%

Vol (L)%
chg. vs
YA

-3.9%

+1.3%

+1.6%

+0.3%

-6.0%

June '24

Value £
% chg.
vs YA

-4.3%

-5.9%

-7.8%

-0.9%

+0.7%

Vol (L)%
chg. vs
YA

-10.2%

-2.4%

-2.4%

-2.2%

-6.8%

Independents & Symbols Soft Drinks Performance

£ Value Sales YTD 2024

Sector	Value / Volume	vs PY	vs PY %
ENERGY	488.3M	36.6M	8.1%
COLAS	295.6M	-3.4M	-1.1%
FLAVOURS	183.5M	5.4M	3.0%
WATER	142.5M	15.8M	12.5%
JUICE DRINKS	83.7M	-4.0M	-4.6%
SPORTS	65.2M	-26.2M	-28.6%
DAIRY	60.0M	6.3M	12.2%
PURE JUICE	32.7M	1.2M	3.7%
RTD COFFEE	28.8M	0.7M	2.6%
SQUASH	19.3M	-0.7M	-3.7%
LEMONADES	14.3M	-1.9M	-11.9%
RTD TEA	10.9M	0.8M	7.8%
MIXERS	9.3M	-1.4M	-13.2%
ADULT SPECIAL	3.9M	0.3M	9.0%
Total	1,438.0M	29.7M	2.1%

£ Value Sales L4 weeks

Sector	Value / Volume	vs PY	vs PY %
ENERGY	68.0M	6.5M	10.6%
COLAS	42.6M	3.1M	7.3%
FLAVOURS	29.1M	4.3M	17.1%
WATER	25.2M	6.9M	38.0%
JUICE DRINKS	13.0M	1.5M	12.6%
SPORTS	9.1M	-2.8M	-23.5%
DAIRY	8.5M	1.4M	19.8%
RTD COFFEE	4.9M	0.3M	6.8%
PURE JUICE	4.6M	0.4M	8.4%
SQUASH	2.7M	0.2M	6.4%
LEMONADES	2.1M	0.0M	-0.2%
RTD TEA	1.8M	0.4M	24.1%
MIXERS	1.3M	0.0M	-3.6%
ADULT SPECIAL	0.6M	0.1M	25.4%
Total	213.7M	22.1M	11.6%

Energy, Water and Dairy are delivering most of the growth in value sales in the YTD time frame. Performance improves in the latest 4 weeks with the improvement of the weather, growing +11.6% YoY driven by all sectors bar Sports Drinks affected by Prime sales loss and Mixers with shoppers switching from Brands to Private Label lowering the value of the sector

Colas

YTD performance has been affected by weather impact at the end of May and beginning of June, overlapping hot weather weeks YA. The trend has continued in the following 4 weeks to mid-July, however improved since then. In the latest 4 weeks, in Immediate Consumption, Coca Cola Zero has delivered the biggest growth (+£0.56m) +28.6% YoY

Energy

Despite weather impact, Energy appears to be the most resilient major sector, holding growth vs YA in both YTD and Latest 4 weeks. Red Bull and Monster continue to deliver the biggest growth in the sector

Independents & Symbols Soft Drinks Performance

Volume (Litres) Sales YTD 2024

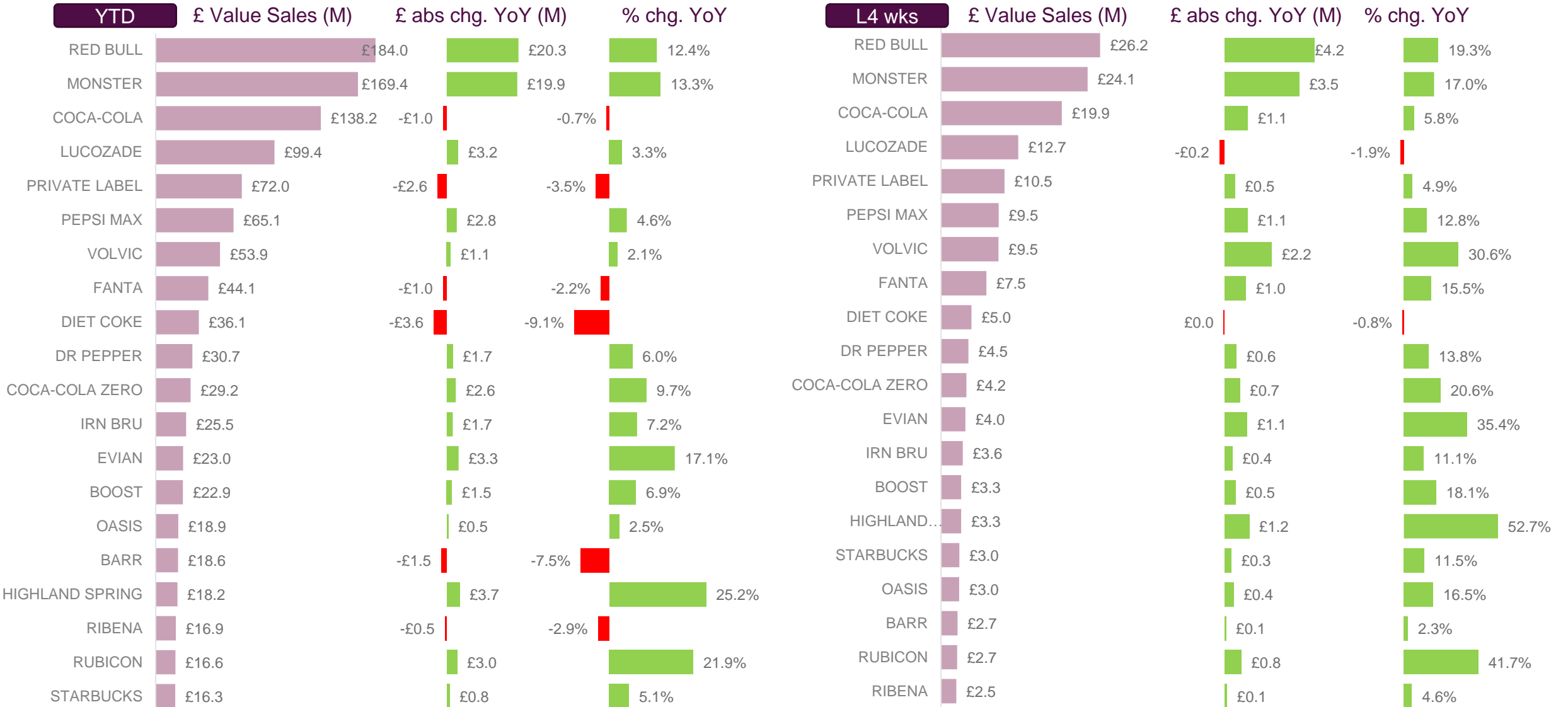
Sector	Value / Volume	vs PY	vs PY %
COLAS	152.7M	-11.6M	-7.6%
ENERGY	139.5M	2.5M	1.8%
WATER	115.4M	7.0M	6.4%
FLAVOURS	104.5M	-1.4M	-1.3%
SQUASH	66.2M	1.9M	2.9%
JUICE DRINKS	32.8M	-2.8M	-7.8%
SPORTS	26.7M	-5.8M	-17.7%
DAIRY	18.6M	1.1M	6.0%
LEMONADES	18.2M	-2.7M	-13.0%
PURE JUICE	11.9M	-1.5M	-11.3%
MIXERS	5.8M	-0.9M	-12.8%
RTD COFFEE	4.6M	0.2M	3.5%
RTD TEA	3.6M	-0.2M	-5.4%
ADULT SPECIAL	0.9M	0.1M	15.6%
Total	701.5M	-14.1M	-2.0%

Volume (Litres) Sales L4 weeks

Sector	Value / Volume	vs PY	vs PY %
COLAS	21.6M	0.3M	1.6%
WATER	20.3M	5.3M	35.5%
ENERGY	19.2M	1.2M	6.8%
FLAVOURS	16.0M	1.7M	11.6%
SQUASH	9.3M	0.7M	8.3%
JUICE DRINKS	5.4M	0.7M	14.0%
SPORTS	3.8M	-0.4M	-9.9%
LEMONADES	2.6M	0.0M	-0.8%
DAIRY	2.6M	0.4M	15.5%
PURE JUICE	1.6M	-0.1M	-5.6%
MIXERS	0.8M	0.0M	-1.9%
RTD COFFEE	0.8M	0.1M	8.0%
RTD TEA	0.6M	0.1M	13.8%
ADULT SPECIAL	0.2M	0.0M	36.6%
Total	104.9M	9.9M	10.4%

Total Soft Drinks, YTD has shown a decline in volume of -2.0%, improving from last month by growing +10.4% in the latest 4 weeks to the beginning of August. Volume growth in the latest 4 weeks has been driven by all sectors bar Sports drinks, Lemonades, Pure Juice and Mixers

Top 20 Brands by value sales in I&S



Multiple Forecourts Soft Drinks performance

£ Value Sales YTD 2024			
Sector	Value / Volume	vs PY	vs PY %
ENERGY	108.0M	-9.8M	-8.3%
COLAS	56.8M	-4.4M	-7.2%
WATER	48.0M	-1.8M	-3.6%
FLAVOURS	23.0M	-4.5M	-16.3%
JUICE DRINKS	16.6M	-3.7M	-18.4%
SPORTS	12.8M	-10.2M	-44.3%
RTD COFFEE	8.9M	-0.6M	-6.4%
PURE JUICE	6.1M	-0.7M	-10.5%
DAIRY	5.5M	-1.6M	-28.0%
RTD TEA	2.9M	0.0M	-0.8%
LEMONADES	1.9M	0.1M	4.0%
MIXERS	0.9M	-0.2M	-15.0%
SQUASH	0.9M	-0.3M	-21.3%
ADULT SPECIAL	0.8M	0.0M	-3.5%
Total	293.2M	-37.8M	-11.4%

£ Value Sales L4 weeks			
Sector	Value / Volume	vs PY	vs PY %
ENERGY	15.8M	-0.7M	-4.4%
COLAS	8.7M	0.5M	6.3%
WATER	8.6M	1.3M	18.4%
FLAVOURS	3.8M	0.0M	-0.8%
JUICE DRINKS	2.7M	-0.2M	-5.5%
SPORTS	2.0M	-0.5M	-20.6%
RTD COFFEE	1.6M	0.0M	0.8%
PURE JUICE	0.9M	0.0M	1.2%
DAIRY	0.9M	-0.1M	-8.4%
RTD TEA	0.5M	0.0M	0.3%
LEMONADES	0.3M	0.0M	16.0%
SQUASH	0.1M	0.0M	-6.5%
MIXERS	0.1M	0.0M	-4.2%
ADULT SPECIAL	0.1M	0.0M	19.0%
Total	46.2M	0.4M	0.9%

In Multiple Forecourts, total Soft Drinks shows YTD 2024 in -11.4% value decline, affected by June and July performance. Performance has recovered in the latest 4 weeks and returned to a positive +0.9% YoY

Similar to other channels YTD performance has been affected by weather comparison YoY

In the latest 4 weeks, in Immediate Consumption, Coca Cola Zero and Pepsi Max are driving most of the sector growth

In Energy, in the latest 4 weeks, Lucozade performance and Prime sales losses have severely impacted the sector performance

Monster continue to be the brand driving most of the growth (+9.9%), whilst Red Bull returns to growth (+0.4%) after a previous 4 weeks decline in the channel

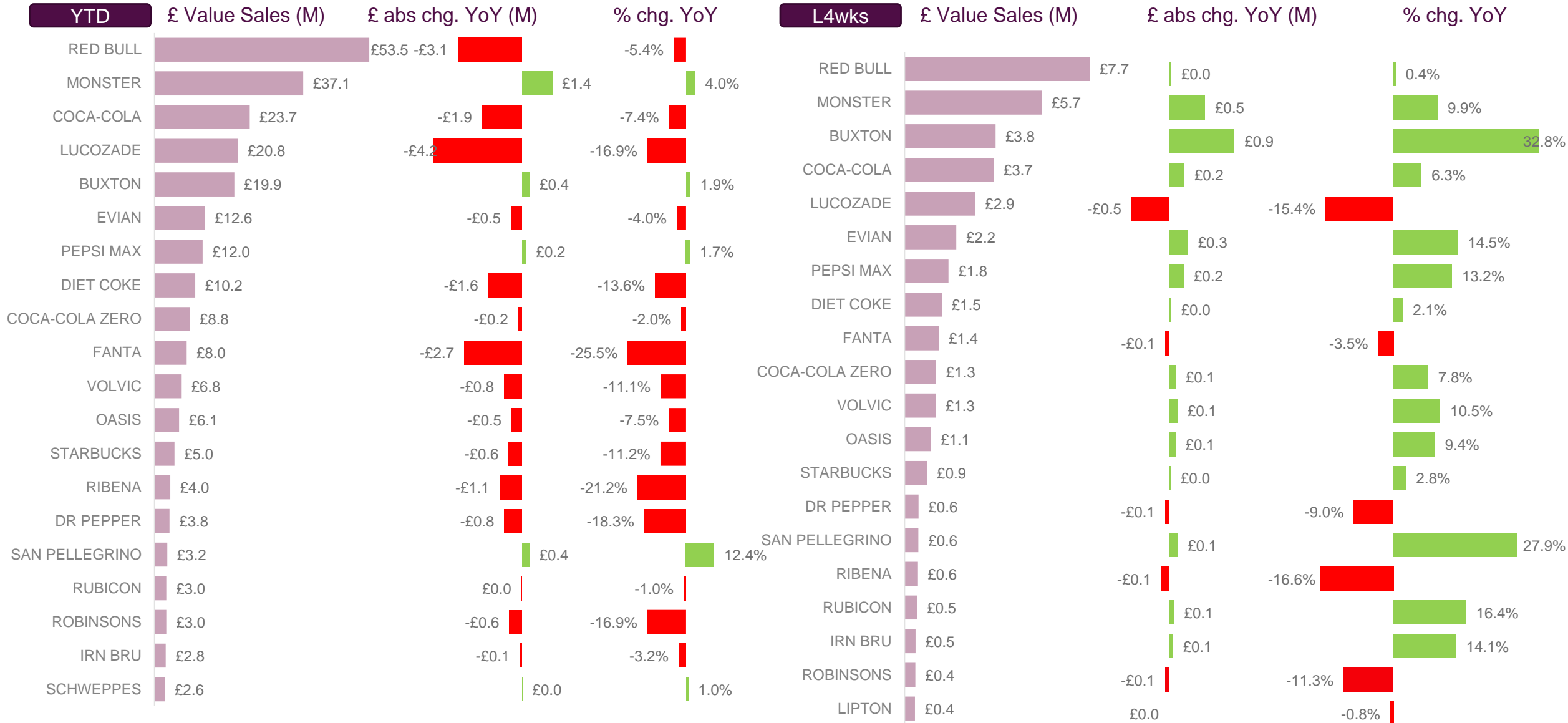
Multiple Forecourts Soft Drinks performance

Volume (Litres) YTD			
Sector	Value / Volume	vs PY	vs PY %
WATER	24.8M	-3.4M	-12.1%
ENERGY	21.7M	-3.0M	-12.1%
COLAS	18.9M	-2.8M	-12.9%
FLAVOURS	7.6M	-2.1M	-21.3%
JUICE DRINKS	4.2M	-1.5M	-26.7%
SPORTS	3.2M	-2.2M	-41.0%
SQUASH	2.0M	-0.9M	-31.3%
LEMONADES	1.5M	-0.1M	-9.0%
DAIRY	1.2M	-0.4M	-26.7%
RTD COFFEE	1.2M	-0.1M	-8.2%
PURE JUICE	1.2M	-0.6M	-33.1%
RTD TEA	0.7M	-0.1M	-10.6%
MIXERS	0.3M	-0.1M	-20.7%
ADULT SPECIAL	0.2M	0.0M	-7.8%
Total	88.6M	-17.3M	-16.4%

Volume (Litres) L4 weeks			
Sector	Value / Volume	vs PY	vs PY %
WATER	4.6M	0.4M	10.4%
ENERGY	3.2M	-0.2M	-5.4%
COLAS	2.8M	0.0M	0.8%
FLAVOURS	1.3M	-0.1M	-4.3%
JUICE DRINKS	0.7M	-0.1M	-14.5%
SPORTS	0.5M	-0.2M	-25.1%
SQUASH	0.3M	-0.1M	-16.3%
RTD COFFEE	0.2M	0.0M	2.7%
LEMONADES	0.2M	0.0M	1.3%
DAIRY	0.2M	0.0M	-6.8%
PURE JUICE	0.2M	-0.1M	-28.2%
RTD TEA	0.1M	0.0M	-14.0%
MIXERS	0.0M	0.0M	-6.7%
ADULT SPECIAL	0.0M	0.0M	21.0%
Total	14.4M	-0.2M	-1.5%

In Multiple Forecourts, YTD, total Soft Drinks volume sales are in decline of -16.4%, this is echoed in the latest 4 weeks to the beginning of August, however with decline softening.

Top 20 Brands by value sales in Multiple Forecourts



Foodservice Soft Drinks performance

£ Value Sales YTD			
Sector	Category Value / Volume	vs PY	vs PY%
⊕	COLAS	1,569.87M	-6.74M -0.4%
⊕	FLAVOURS	346.91M	-37.48M -9.7%
⊕	JUICE DRINKS	288.05M	-17.26M -5.7%
⊕	WATER	280.82M	10.55M 3.9%
⊕	LEMONADES	251.63M	-13.92M -5.2%
⊕	SQUASH	241.79M	54.74M 29.3%
⊕	MIXERS	203.03M	-16.31M -7.4%
⊕	ADULT SPECIAL	172.13M	13.29M 8.4%
⊕	PURE JUICE	169.17M	1.77M 1.1%
⊕	ENERGY	140.45M	-13.07M -8.5%
⊕	RTD TEA	29.33M	10.65M 57.0%
⊕	SPORTS	13.37M	-2.21M -14.2%
⊕	RTD COFFEE	3.64M	0.17M 4.9%
	Total	3,710.21M	-15.82M -0.4%

£ Value Sales June 2024			
Sector	Category Value / Volume	vs PY	vs PY%
⊕	COLAS	267.42M	-7.92M -2.9%
⊕	FLAVOURS	60.00M	-8.37M -12.2%
⊕	WATER	53.04M	-4.91M -8.5%
⊕	JUICE DRINKS	47.68M	-7.52M -13.6%
⊕	LEMONADES	45.03M	-3.24M -6.7%
⊕	SQUASH	43.40M	8.75M 25.2%
⊕	MIXERS	36.69M	-2.35M -6.0%
⊕	ADULT SPECIAL	30.62M	0.63M 2.1%
⊕	PURE JUICE	28.94M	-2.49M -7.9%
⊕	ENERGY	23.82M	-2.08M -8.0%
⊕	RTD TEA	4.58M	0.97M 25.9%
⊕	SPORTS	2.18M	-0.46M -17.5%
⊕	RTD COFFEE	0.75M	-0.02M -2.2%
	Total	644.14M	-29.01M -4.3%

Total Soft Drinks is in value decline in the YTD ending in June, driven by Flavours, Mixers and Juice Drinks. YTD performance worsen vs previous read driven by a worse performance in June, suffering the impact of a wetter and colder weather vs YA.

June:

Colas is the biggest sector in Foodservice and returning to negative performance in June -£7.9m

Draught: declining -0.4% L4wks YoY, with Pepsi being the biggest drainer (-£1.77m)

Packaged: -5.4% in the L4wks YoY. Coca Cola Zero delivering the biggest growth in the sector +2.3% +£0.33m YoY

Foodservice Soft Drinks performance

Volume (Litres) YTD			
Sector	Category Value / Volume	vs PY	vs PY%
⊕	COLAS	335.49M	-8.95M -2.6%
⊕	FLAVOURS	103.15M	-7.86M -7.1%
⊕	WATER	92.52M	-1.20M -1.3%
⊕	JUICE DRINKS	70.53M	-5.53M -7.3%
⊕	SQUASH	64.96M	-4.15M -6.0%
⊕	LEMONADES	43.66M	-4.27M -8.9%
⊕	PURE JUICE	35.94M	0.90M 2.6%
⊕	ADULT SPECIAL	19.83M	0.10M 0.5%
⊕	MIXERS	18.59M	-2.08M -10.1%
⊕	ENERGY	17.49M	-2.02M -10.4%
⊕	RTD TEA	7.50M	2.86M 61.7%
⊕	SPORTS	3.49M	-0.86M -19.8%
⊕	RTD COFFEE	0.48M	0.02M 4.3%
	Total	813.62M	-33.04M -3.9%

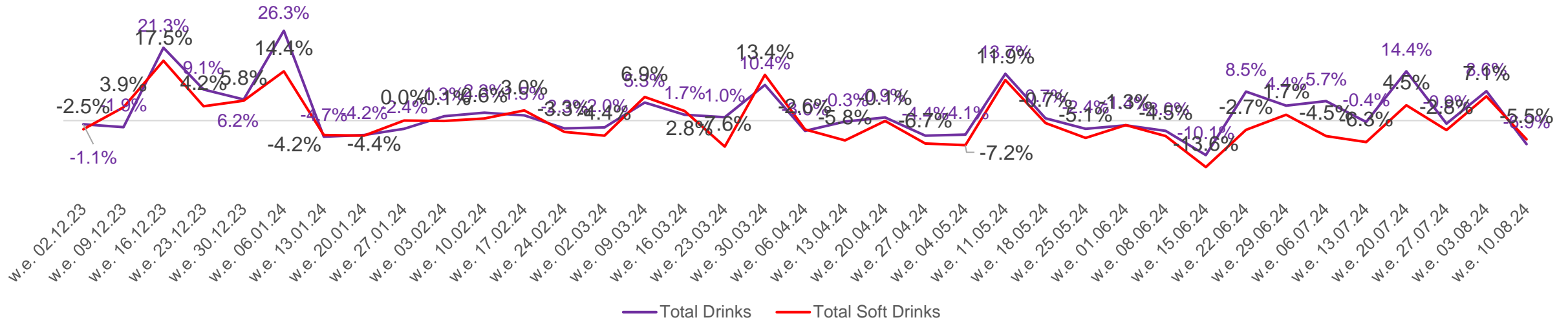
Volume (Litres) June 2024			
Sector	Category Value / Volume	vs PY	vs PY%
⊕	COLAS	56.87M	-3.15M -5.2%
⊕	FLAVOURS	17.73M	-2.01M -10.2%
⊕	WATER	17.58M	-3.53M -16.7%
⊕	JUICE DRINKS	11.67M	-2.24M -16.1%
⊕	SQUASH	10.99M	-2.03M -15.6%
⊕	LEMONADES	7.80M	-1.28M -14.1%
⊕	PURE JUICE	6.12M	-0.65M -9.7%
⊕	ADULT SPECIAL	3.43M	-0.38M -9.9%
⊕	MIXERS	3.30M	-0.36M -9.8%
⊕	ENERGY	2.90M	-0.44M -13.3%
⊕	RTD TEA	1.15M	0.25M 28.1%
⊕	SPORTS	0.57M	-0.16M -21.7%
⊕	RTD COFFEE	0.10M	0.00M -2.5%
	Total	140.22M	-15.98M -10.2%

Total Soft Drinks volume is in decline YTD. Decline worsen in May and June

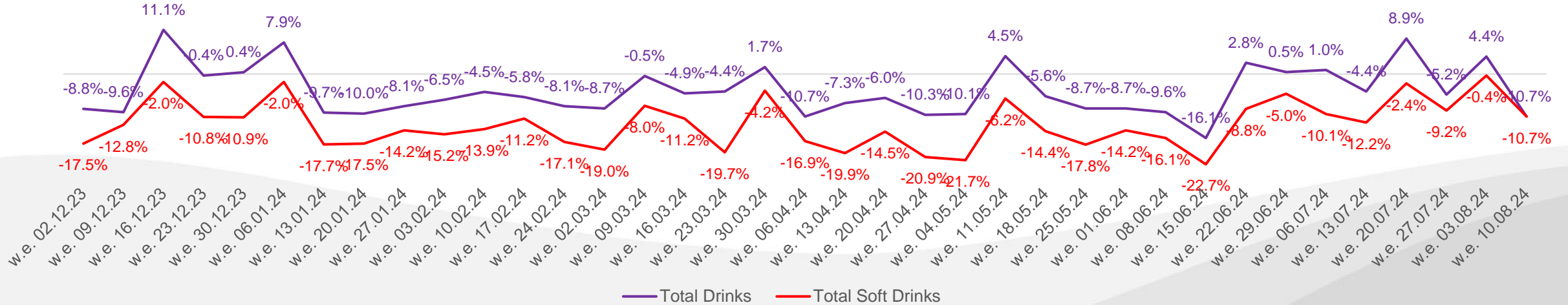
On Premise drinks performance

After a combination of Euro 2024 final and warm weather resulting in a boost in drinks sales across pubs, bars and restaurants in Britain up until the end of July, sales experienced a 7% year-on-year decline, reflecting a challenging second week of August for the on-trade sector. This period faced tough comparisons to August 2023, which enjoyed sunny weather and the excitement of the Women's World Cup on pub screens. The recent weekend's poor performance can be partly attributed to the Premier League's kick off on the equivalent Friday last year, coupled with numerous matches on Saturday. Additionally, recent public disturbances may have kept consumers at home.

Total Drinks and Total Soft Drinks value sales % chg. YoY – all outlets



Total Drinks and Total Soft Drinks volume sales % chg. YoY – all outlets



Summary

1

Consumer confidence

continues its robust long-term upward trend this month and has recovered significantly since the record low of -49 reached in September 2022. However, July's consumer confidence poll still suggests a note of caution as people wait to see exactly how the UK's new government will affect the wider economy and their personal finances

3

Foodservice

June performance continue to be slightly negative driven by Food on The Go losses YoY in both value and volume sales. On Premise is the main driver of positive performance for value sales, however volumes continue to decline YoY

2

Soft Drinks

Soft Drinks saw a steep decline across all channels in the latest 8 weeks to 10.08.24 in both value and volume sales, driven by an overlap to hotter weather a year ago from the end of May to mid-July. In the latest 4 weeks, with an improvement of the weather, Soft Drinks returned to value positive performance across all channel.

4

On Premise

August faced tough comparisons to 2023, which enjoyed sunny weather and the excitement of the Women's World Cup on pub screens. The recent weekend's poor performance can be partly attributed to the Premier League's kick off on the equivalent Friday last year, coupled with numerous matches on Saturday. Additionally, recent public disturbances may have kept consumers at home.



Coca-Cola
EUROPACIFIC
PARTNERS

