



**Euromonitor
International**

Soft Drinks in Spain

November 2025

Table of Contents

EXECUTIVE SUMMARY

Health, affordability and retail diversification shape soft drinks performance in Spain

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Health positioning boosts sales in soft drinks in Spain

Channel diversity and affordability have key impact

Health and wellness trends push premiumisation

WHAT'S NEXT?

Further rises anticipated for volume sales in soft drinks

Private label set to expand

Innovation will lead to greater fragmentation in competitive landscape

COMPETITIVE LANDSCAPE

Mercadona maintains overall leadership while Coca-Cola sees success through iconic brands and persistent innovation

Nestlé rises through popular brands in bottled water

CHANNELS

Supermarkets leads retail distribution while e-commerce sees greatest expansion

Private label drives retail sales as foodservice benefits from on-the-go consumption trend

MARKET DATA

Table 1 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2020-2025

Table 2 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2020-2025

Table 3 - Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2020-2025

Table 4 - Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2020-2025

Table 5 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2025

Table 6 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2025

Table 7 - Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2025

Table 8 - Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2025

Table 9 - Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2020-2025

Table 10 - Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2020-2025

Table 11 - Off-trade Sales of Soft Drinks by Category: Value 2020-2025

Table 12 - Off-trade Sales of Soft Drinks by Category: % Value Growth 2020-2025

Table 13 - Sales of Soft Drinks by Total Fountain On-trade: Volume 2020-2025

Table 14 - Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2020-2025

Table 15 - NBO Company Shares of Total Soft Drinks (RTD): % Volume 2021-2025

Table 16 - LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2022-2025

Table 17 - NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2021-2025

Table 18 - LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2022-2025

Table 19 - NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2025

Table 20 - LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2022-2025

Table 21 - NBO Company Shares of Off-trade Soft Drinks: % Value 2021-2025

Table 22 - LBN Brand Shares of Off-trade Soft Drinks: % Value 2022-2025

Table 23 - Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2020-2025

Table 24 - Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2020-2025

Table 25 - Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2020-2025

Table 26 - Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2025

Table 27 - Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2025-2030

Table 28 - Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2025-2030

Table 29 - Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2025-2030
Table 30 - Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2025-2030
Table 31 - Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2025-2030
Table 32 - Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2025-2030
Table 33 - Forecast Off-trade Sales of Soft Drinks by Category: Value 2025-2030
Table 34 - Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2025-2030
Table 35 - Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2025-2030
Table 36 - Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2025-2030

APPENDIX

Fountain sales in Spain

COUNTRY REPORTS DISCLAIMER

SOURCES

Summary 1 - Research Sources

[Bottled Water in Spain](#)

KEY DATA FINDINGS

2025 DEVELOPMENTS

Bottled water posts solid expansion as health, tourism and sustainability strengthen demand

INDUSTRY PERFORMANCE

2025 marks a positive year for bottled water in Spain

Carbonated bottled water leads growth as players keep sustainability in mind

WHAT'S NEXT?

Sales of bottled water set to continue rising over the forecast period

New SDDR system will reshape the bottled water category

Health and wellness trends will remain key influences

COMPETITIVE LANDSCAPE

Affordability is reshaping competitive dynamics

Sparkling varieties see increased demand

CHANNELS

Channel fragmentation requires retail agility

E-commerce remains small but rises rapidly

CATEGORY DATA

Table 37 - Off-trade Sales of Bottled Water by Category: Volume 2020-2025
Table 38 - Off-trade Sales of Bottled Water by Category: Value 2020-2025
Table 39 - Off-trade Sales of Bottled Water by Category: % Volume Growth 2020-2025
Table 40 - Off-trade Sales of Bottled Water by Category: % Value Growth 2020-2025
Table 41 - NBO Company Shares of Off-trade Bottled Water: % Volume 2021-2025
Table 42 - LBN Brand Shares of Off-trade Bottled Water: % Volume 2022-2025
Table 43 - NBO Company Shares of Off-trade Bottled Water: % Value 2021-2025
Table 44 - LBN Brand Shares of Off-trade Bottled Water: % Value 2022-2025
Table 45 - Forecast Off-trade Sales of Bottled Water by Category: Volume 2025-2030
Table 46 - Forecast Off-trade Sales of Bottled Water by Category: Value 2025-2030
Table 47 - Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2025-2030
Table 48 - Forecast Off-trade Sales of Bottled Water by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Carbonates in Spain

KEY DATA FINDINGS

2025 DEVELOPMENTS

Reduced sugar variants underpin resilience in carbonates

INDUSTRY PERFORMANCE

Reduced sugar remains bright spot amid widespread declines in 2025

Healthier variants drive overall growth for carbonates

WHAT'S NEXT?

Reduced sugar and non-sugar variants set to do well despite stagnation

AI-Driven transformation to boost efficiency

Sustainability remains key focus point

COMPETITIVE LANDSCAPE

Coca-Cola leads, competitors respond

Prebiotic and flavour innovations invigorate category

CHANNELS

Supermarkets leads, with discounters following

E-commerce sees further rapid expansion

CATEGORY DATA

Table 49 - Off-trade vs On-trade Sales of Carbonates: Volume 2020-2025

Table 50 - Off-trade vs On-trade Sales of Carbonates: Value 2020-2025

Table 51 - Off-trade vs On-trade Sales of Carbonates: % Volume Growth 2020-2025

Table 52 - Off-trade vs On-trade Sales of Carbonates: % Value Growth 2020-2025

Table 53 - Off-trade Sales of Carbonates by Category: Volume 2020-2025

Table 54 - Off-trade Sales of Carbonates by Category: Value 2020-2025

Table 55 - Off-trade Sales of Carbonates by Category: % Volume Growth 2020-2025

Table 56 - Off-trade Sales of Carbonates by Category: % Value Growth 2020-2025

Table 57 - Total Sales of Carbonates by Fountain On-trade: Volume 2020-2025

Table 58 - Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2020-2025

Table 59 - NBO Company Shares of Off-trade Carbonates: % Volume 2021-2025

Table 60 - LBN Brand Shares of Off-trade Carbonates: % Volume 2022-2025

Table 61 - NBO Company Shares of Off-trade Carbonates: % Value 2021-2025

Table 62 - LBN Brand Shares of Off-trade Carbonates: % Value 2022-2025

Table 63 - Forecast Off-trade Sales of Carbonates by Category: Volume 2025-2030

Table 64 - Forecast Off-trade Sales of Carbonates by Category: Value 2025-2030

Table 65 - Forecast Off-trade Sales of Carbonates by Category: % Volume Growth 2025-2030

Table 66 - Forecast Off-trade Sales of Carbonates by Category: % Value Growth 2025-2030

Table 67 - Forecast Total Sales of Carbonates by Fountain On-trade: Volume 2025-2030

Table 68 - Forecast Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Concentrates in Spain

KEY DATA FINDINGS

2025 DEVELOPMENTS

Concentrates continues to decline as competition erodes relevance in 2025

INDUSTRY PERFORMANCE

Demand for concentrates continues to decline in Spain in 2025

Liquid concentrates tries to find new consumption occasions amid strong competition

WHAT'S NEXT?

Concentrates will remain on negative trajectory during forecast period

Health-focused innovation offers some hope

Concentrates suffers in face of cross-category competition

COMPETITIVE LANDSCAPE

Isotar brand maintains overall leadership in 2025, while private label fails to develop

Lack of reduced sugar variants undermines growth potential

Supermarkets dominates distribution

E-commerce continues to expand

Concentrates Conversions

Summary 2 - Concentrates Conversion Factors for Ready-to-Drink (RTD) Format

CATEGORY DATA

Table 69 - Off-trade Sales of Concentrates (RTD) by Category: Volume 2020-2025

Table 70 - Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2020-2025

Table 71 - Off-trade Sales of Concentrates by Category: Value 2020-2025

Table 72 - Off-trade Sales of Concentrates by Category: % Value Growth 2020-2025

Table 73 - LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2022-2025

Table 74 - NBO Company Shares of Off-trade Concentrates: % Value 2021-2025

Table 75 - LBN Brand Shares of Off-trade Concentrates: % Value 2022-2025

Table 76 - NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2021-2025

Table 77 - LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2022-2025

Table 78 - NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2021-2025

Table 79 - LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2022-2025

Table 80 - Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2025-2030

Table 81 - Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2025-2030

Table 82 - Forecast Off-trade Sales of Concentrates by Category: Value 2025-2030

Table 83 - Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

[Juice in Spain](#)

KEY DATA FINDINGS

2025 DEVELOPMENTS

Juice continues to contract as price sensitivity and health trends shift demand elsewhere

INDUSTRY PERFORMANCE

Negative performance for juice in 2025

Polarisation supports rise in functional offerings

WHAT'S NEXT?

Juice set to remain in persistent decline

New formats provide convenience and sustainability

Health and wellness trends will continue to impact progress

COMPETITIVE LANDSCAPE

Private label leads sales for juice in Spain

Tropical variants see rising demand, while AI offers personalisation

CHANNELS

Supermarkets dominates distribution thanks to prevalence of private label

E-commerce sees fastest growth in retail distribution for juice

CATEGORY DATA

Table 84 - Off-trade Sales of Juice by Category: Volume 2020-2025

Table 85 - Off-trade Sales of Juice by Category: Value 2020-2025

Table 86 - Off-trade Sales of Juice by Category: % Volume Growth 2020-2025

Table 87 - Off-trade Sales of Juice by Category: % Value Growth 2020-2025

Table 88 - NBO Company Shares of Off-trade Juice: % Volume 2021-2025

Table 89 - LBN Brand Shares of Off-trade Juice: % Volume 2022-2025

Table 90 - NBO Company Shares of Off-trade Juice: % Value 2021-2025

Table 91 - LBN Brand Shares of Off-trade Juice: % Value 2022-2025

Table 92 - Forecast Off-trade Sales of Juice by Category: Volume 2025-2030

Table 93 - Forecast Off-trade Sales of Juice by Category: Value 2025-2030

Table 94 - Forecast Off-trade Sales of Juice by Category: % Volume Growth 2025-2030

Table 95 - Forecast Off-trade Sales of Juice by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

[RTD Coffee in Spain](#)

KEY DATA FINDINGS

2025 DEVELOPMENTS

RTD coffee continues to rise as innovation and plant-based formats broaden appeal

INDUSTRY PERFORMANCE

RTD coffee continues to rise amid strong coffee culture

Innovative formats target premium segment and young Spaniards

WHAT'S NEXT?

Innovation and sustainability set to drive growth

Speciality coffee and functionality lead the way

Regulatory challenges ahead: the impact of the EU Deforestation Law on RTD coffee in Spain

COMPETITIVE LANDSCAPE

Kaiku maintains category leadership amid strong private label presence

Starbucks posts fastest growth while plant-based innovation accelerates

CHANNELS

Supermarkets as primary distribution channel for RTD coffee

Vending enjoys fastest growth

CATEGORY DATA

Table 96 - Off-trade Sales of RTD Coffee: Volume 2020-2025

Table 97 - Off-trade Sales of RTD Coffee: Value 2020-2025

Table 98 - Off-trade Sales of RTD Coffee: % Volume Growth 2020-2025

Table 99 - Off-trade Sales of RTD Coffee: % Value Growth 2020-2025

Table 100 - NBO Company Shares of Off-trade RTD Coffee: % Volume 2021-2025

Table 101 - LBN Brand Shares of Off-trade RTD Coffee: % Volume 2022-2025

Table 102 - NBO Company Shares of Off-trade RTD Coffee: % Value 2021-2025

Table 103 - LBN Brand Shares of Off-trade RTD Coffee: % Value 2022-2025

Table 104 - Forecast Off-trade Sales of RTD Coffee: Volume 2025-2030

Table 105 - Forecast Off-trade Sales of RTD Coffee: Value 2025-2030

Table 106 - Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2025-2030

Table 107 - Forecast Off-trade Sales of RTD Coffee: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

[RTD Tea in Spain](#)

KEY DATA FINDINGS

2025 DEVELOPMENTS

RTD tea continues to expand as kombucha and reduced sugar formats lead growth

INDUSTRY PERFORMANCE

Further growth seen in RTD tea in Spain in 2025

Stable prices and health trends support positive performance

WHAT'S NEXT?

Functional beverages on the rise: kombucha and Fuze Tea lead the way

New formulas, functionality and ingredients

Driving innovation and occasion expansion in RTD Tea

COMPETITIVE LANDSCAPE

Damm leads through Nestea brand

Komvida records notable growth

CHANNELS

Supermarkets dominants distribution thanks to strong presence of big brands

Kombucha helps drive e-commerce expansion in 2025

CATEGORY DATA

Table 108 - Off-trade Sales of RTD Tea by Category: Volume 2020-2025

Table 109 - Off-trade Sales of RTD Tea by Category: Value 2020-2025

Table 110 - Off-trade Sales of RTD Tea by Category: % Volume Growth 2020-2025

Table 111 - Off-trade Sales of RTD Tea by Category: % Value Growth 2020-2025

Table 112 - Leading Flavours for Off-trade RTD Tea: % Volume 2020-2025

Table 113 - NBO Company Shares of Off-trade RTD Tea: % Volume 2021-2025

Table 114 - LBN Brand Shares of Off-trade RTD Tea: % Volume 2022-2025

Table 115 - NBO Company Shares of Off-trade RTD Tea: % Value 2021-2025

Table 116 - LBN Brand Shares of Off-trade RTD Tea: % Value 2022-2025

Table 117 - Forecast Off-trade Sales of RTD Tea by Category: Volume 2025-2030

Table 118 - Forecast Off-trade Sales of RTD Tea by Category: Value 2025-2030

Table 119 - Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2025-2030

Table 120 - Forecast Off-trade Sales of RTD Tea by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

[Energy Drinks in Spain](#)

KEY DATA FINDINGS

2025 DEVELOPMENTS

Energy drinks delivers fastest growth in 2025 as reduced sugar and innovation accelerate demand

INDUSTRY PERFORMANCE

Energy drinks as fastest-growing category in soft drinks in Spain in 2025
Innovation drives growth with reduced sugar as key claim

WHAT'S NEXT?

Positive outlook for energy drinks over the forecast period
Client engagement and innovation will continue benefiting energy drinks
Legislative developments could have negative impact

COMPETITIVE LANDSCAPE

Red Bull and Monster lead as energy drinks evolves
Vitamins and minerals attract greater interest

CHANNELS

Supermarkets leads distribution, benefiting from impulse purchases
Retail e-commerce posts fastest growth

CATEGORY DATA

Table 121 - Off-trade Sales of Energy Drinks: Volume 2020-2025
Table 122 - Off-trade Sales of Energy Drinks: Value 2020-2025
Table 123 - Off-trade Sales of Energy Drinks: % Volume Growth 2020-2025
Table 124 - Off-trade Sales of Energy Drinks: % Value Growth 2020-2025
Table 125 - NBO Company Shares of Off-trade Energy Drinks: % Volume 2021-2025
Table 126 - LBN Brand Shares of Off-trade Energy Drinks: % Volume 2022-2025
Table 127 - NBO Company Shares of Off-trade Energy Drinks: % Value 2021-2025
Table 128 - LBN Brand Shares of Off-trade Energy Drinks: % Value 2022-2025
Table 129 - Forecast Off-trade Sales of Energy Drinks: Volume 2025-2030
Table 130 - Forecast Off-trade Sales of Energy Drinks: Value 2025-2030
Table 131 - Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2025-2030
Table 132 - Forecast Off-trade Sales of Energy Drinks: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

[Sports Drinks in Spain](#)

KEY DATA FINDINGS

2025 DEVELOPMENTS

Sports drinks delivers strong gains as reduced sugar and functional hydration drive demand

INDUSTRY PERFORMANCE

Sports drinks continues positive trajectory in 2025
Health positioning bolsters growth

WHAT'S NEXT?

Reduced sugar sports drinks with added benefits to see increased demand
Digital and technological category advancements
Sustainability and environment at the forefront

COMPETITIVE LANDSCAPE

Brand loyalty remains strong in sports drinks
Innovative offerings support expansion

CHANNELS

Supermarkets leads with branded offerings proving more popular than private label alternatives

CATEGORY DATA

Table 133 - Off-trade Sales of Sports Drinks: Volume 2020-2025

Table 134 - Off-trade Sales of Sports Drinks: Value 2020-2025

Table 135 - Off-trade Sales of Sports Drinks: % Volume Growth 2020-2025

Table 136 - Off-trade Sales of Sports Drinks: % Value Growth 2020-2025

Table 137 - NBO Company Shares of Off-trade Sports Drinks: % Volume 2021-2025

Table 138 - LBN Brand Shares of Off-trade Sports Drinks: % Volume 2022-2025

Table 139 - NBO Company Shares of Off-trade Sports Drinks: % Value 2021-2025

Table 140 - LBN Brand Shares of Off-trade Sports Drinks: % Value 2022-2025

Table 141 - Forecast Off-trade Sales of Sports Drinks: Volume 2025-2030

Table 142 - Forecast Off-trade Sales of Sports Drinks: Value 2025-2030

Table 143 - Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2025-2030

Table 144 - Forecast Off-trade Sales of Sports Drinks: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/soft-drinks-in-spain/report.