



**Euromonitor
International**

Coffee in Argentina

November 2025

Table of Contents

Coffee in Argentina - Category analysis

KEY DATA FINDINGS

2025 DEVELOPMENTS

Coffee continues to be challenged by volatile weather but some formats thrive

INDUSTRY PERFORMANCE

Higher coffee prices due to impact of climate change result in further retail volume decline

Fresh coffee beans and pods thrive in difficult environment

WHAT'S NEXT?

Positive outlook but coffee will remain vulnerable to fluctuating weather conditions, necessitating adaptability by players

Specialist coffee shops will continue expanding, underpinning consumers' appreciation for premium offerings

COMPETITIVE LANDSCAPE

Nestlé Argentina retains convincing leadership of coffee

Juan Valdez's dynamic growth driven by expanding distribution strategy

CHANNELS

Supermarkets and hypermarkets dominate distribution of coffee

Strong performance by e-commerce as players look to expand presence

CATEGORY DATA

Table 1 - Retail Sales of Coffee by Category: Volume 2020-2025

Table 2 - Retail Sales of Coffee by Category: Value 2020-2025

Table 3 - Retail Sales of Coffee by Category: % Volume Growth 2020-2025

Table 4 - Retail Sales of Coffee by Category: % Value Growth 2020-2025

Table 5 - Retail Sales of Fresh Ground Coffee Pods by Hard vs Soft: % Volume 2020-2025

Table 6 - NBO Company Shares of Coffee: % Retail Value 2021-2025

Table 7 - LBN Brand Shares of Coffee: % Retail Value 2022-2025

Table 8 - Forecast Retail Sales of Coffee by Category: Volume 2025-2030

Table 9 - Forecast Retail Sales of Coffee by Category: Value 2025-2030

Table 10 - Forecast Retail Sales of Coffee by Category: % Volume Growth 2025-2030

Table 11 - Forecast Retail Sales of Coffee by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Hot Drinks in Argentina - Industry Overview

EXECUTIVE SUMMARY

Mixed performance for hot drinks in Argentina

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Improving economic outlook but many consumers remain cautious with spending

Further price rises hinder stronger volume performance by some hot drinks

National drink yerba mate drives demand for other hot drinks

Coffee thrives in foodservice while still struggling via retail

WHAT'S NEXT?

Positive outlook in line with Argentina's improving economy

Rise in health-conscious attitudes and labelling laws to inform new product development

Further weather fluctuations likely to present several threats

COMPETITIVE LANDSCAPE

Nestlé Argentina retains lead of fairly consolidated competitive landscape

Local player records dynamic growth through marketing investment and retail expansion

CHANNELS

Wide network of supermarkets drives distribution but small local grocers still appeal

Convenience of e-commerce drives further share gain

Foodservice vs retail split

MARKET DATA

Table 12 - Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2020-2025

Table 13 - Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2020-2025

Table 14 - Retail Sales of Hot Drinks by Category: Volume 2020-2025

Table 15 - Retail Sales of Hot Drinks by Category: Value 2020-2025

Table 16 - Retail Sales of Hot Drinks by Category: % Volume Growth 2020-2025

Table 17 - Retail Sales of Hot Drinks by Category: % Value Growth 2020-2025

Table 18 - Foodservice Sales of Hot Drinks by Category: Volume 2020-2025

Table 19 - Foodservice Sales of Hot Drinks by Category: % Volume Growth 2020-2025

Table 20 - Total Sales of Hot Drinks by Category: Total Volume 2020-2025

Table 21 - Total Sales of Hot Drinks by Category: % Total Volume Growth 2020-2025

Table 22 - NBO Company Shares of Hot Drinks: % Retail Value 2021-2025

Table 23 - LBN Brand Shares of Hot Drinks: % Retail Value 2022-2025

Table 24 - Penetration of Private Label in Hot Drinks by Category: % Retail Value 2020-2025

Table 25 - Retail Distribution of Hot Drinks by Format: % Volume 2020-2025

Table 26 - Retail Distribution of Hot Drinks by Format and Category: % Volume 2025

Table 27 - Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Breakdown 2025-2030

Table 28 - Forecast Sales of Hot Drinks by Retail vs Foodservice: % Volume Growth 2025-2030

Table 29 - Forecast Retail Sales of Hot Drinks by Category: Volume 2025-2030

Table 30 - Forecast Retail Sales of Hot Drinks by Category: Value 2025-2030

Table 31 - Forecast Retail Sales of Hot Drinks by Category: % Volume Growth 2025-2030

Table 32 - Forecast Retail Sales of Hot Drinks by Category: % Value Growth 2025-2030

Table 33 - Forecast Foodservice Sales of Hot Drinks by Category: Volume 2025-2030

Table 34 - Forecast Foodservice Sales of Hot Drinks by Category: % Volume Growth 2025-2030

Table 35 - Forecast Total Sales of Hot Drinks by Category: Total Volume 2025-2030

Table 36 - Forecast Total Sales of Hot Drinks by Category: % Total Volume Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

SOURCES

Summary 1 - Research Sources

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/coffee-in-argentina/report.