

Carbonates in Malaysia

February 2024

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Carbonates in Malaysia - Category analysis

KEY DATA FINDINGS

2023 DEVELOPMENTS

On-trade volume and fountain volume sales supported by foodservice and hospitality developments Off-trade volume remains flat due to inflationary pressures and unit price hikes Coca-Cola maintains its lead thanks to ongoing flavour innovations

PROSPECTS AND OPPORTUNITIES

Sugar tax expected to push prices up further, placing downwards pressure on carbonates sales The boost of tourism help to improve on-trade and off-trade volume growth over the forecast period Gifts-with-purchase and price promotions to remain as key value-creation strategies

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